A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 5, 1967

Trade Mission reports from Brazil

International Trade Winds Newsletter

Company News

LUMBER—Summit Lumber Co., Los Angeles, has signed a 30-year concession agreement with the Government of the Republic of Liberia for 1.5 million acres of prime hardwood timber. Summit and other principals will join to form a Liberian corporation to build and operate a mutimillion-dollar plywood, lumber, and veneer manufacturing facility. Operations are expected to begin during the last half of 1968.

JET TRANSPORTS—Air France has placed an order with Boeing Co., Seattle, for two Boeing 707 and five 727/200 jet transports, at a cost of $42 million. The addition of the new aircraft will bring the value of Air France's U.S.-made jet equipment to about $370 million. To be delivered under earlier orders are four Boeing 727/200 and four 747 "jumbo" jets, which will join the 32 707's now in service for the airline. Air France also has reserved delivery positions for six Boeing supersonic transports.

HOTELS—Sheraton Hotel Corp., Boston, has opened its first hotel in Corsica, the French island resort. Located on the Pointe du Cap Porticcio, near Ajaccio, the two-year-old hotel was acquired from Negresco Hotel Co. Sheraton has also announced plans for another hotel in Corsica, to be built soon at Coti-Chiavari, which will include several hundred rooms.

COMMUNICATIONS—Western Union International, Inc., New York, has inaugurated direct cable service between the continental United States and Guatemala. The new direct facilities will be used to furnish all forms of international record services, including cable messages, telex, and leased channels. Telex service will be available to Guatemala for the first time, through Western Union's computerized switching service connecting all the company's domestic and overseas subscribers.

Know the Business Service Checklist? It's a handy way to stay on top of all the new Commerce Department publications in the foreign trade field or in Government R & D work. This weekly guide costs $2 per year. Write Supt. of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any U.S. Department of Commerce Field Office.

"Exposure to new business prospects—mission accomplished." So said the Spaulding Fibre Co. of Tonawanda, N.Y., after a between-shows promotion at the U.S. Trade Center in Frankfurt. Spaulding showed its complete line of vulcanized fibers, laminated plastics, metal clad laminates and fabricated parts. For between-shows opportunities at six overseas U.S. Trade Centers, contact Commerce's Office of International Trade Promotion.

The Soviet Union is busy negotiating for computers in West Europe deals that could reach $56 million over the next three years, and have led observers to believe that the Russians intend to purchase computers in bulk rather than make heavy investments to set up their own industry. Among the negotiations have been those with English Electric Computers, Bull General Electric in France, and Olivetti General Electric in Italy.

America's trump card in exports remains technological supremacy, according to Clark Equipment president Walter E. Schirmer. "Foreign competitors are clever in adapting our designs to the needs of their markets. And they're often effective in ramming American designs back down our throats by selling products fully comparable to our own at prices well below ours in world markets. But, at least for the present, they generally lack the technological ability to match us development for development in upgrading product design and performance."

Goods sent abroad by Britain's experienced exporters are now approximately one-third covered by their Export Credits Guarantee Department, the U.K. equivalent of our Foreign Credit Insurance Association. While British exports went up last year by 6½%, the value of their exported goods insured by the ECGD went up by more than 12%. FCIA still has a long way to go before it reaches the British record. But U.S. exporters are learning the benefits of insuring their receivables against risks that even the most astute credit managers cannot predict.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

At a wholesale market in Sao Paulo, Brazil, U.S. Trade Mission member John Collins (center) inspects cuts of palmetto in hulled form. The market director and several merchants describe to him how the cuts are dehulled, sliced, and used in a popular Brazilian salad, or canned for export. To Collins left is Sergio Cotrim of the U.S. Consulate General in Sao Paulo. Brazil is a potential market for U.S. food processing machinery, as reported by Collins in the special trade Mission section, pages 2-19.

June 5, 1967

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International Commerce

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Special Report

U.S. Trade Mission to Brazil Reports
Pages 2-19

President Confers Ten 'E' Awards at White House 20
Mr. Johnson tells export leaders that Kennedy Round achievement opens way to trade advances.

U.S. Share of Manufactured Exports Edges Up 24
Our portion of world total increased for whole year of 1966, but 4th quarter was period of decline.

Four-page Report Gives Export Promotion Dates 26
Current listing has 27 upcoming U.S.-sponsored exhibitions, trade missions and other display events.

U.S. Trade Mission's 204 Proposals from Brazil 31
Total reflects extraordinary interest within country, was result of talks with 1,200 businessmen.

MISCELLANEOUS—Business machine exports, imports at record 25
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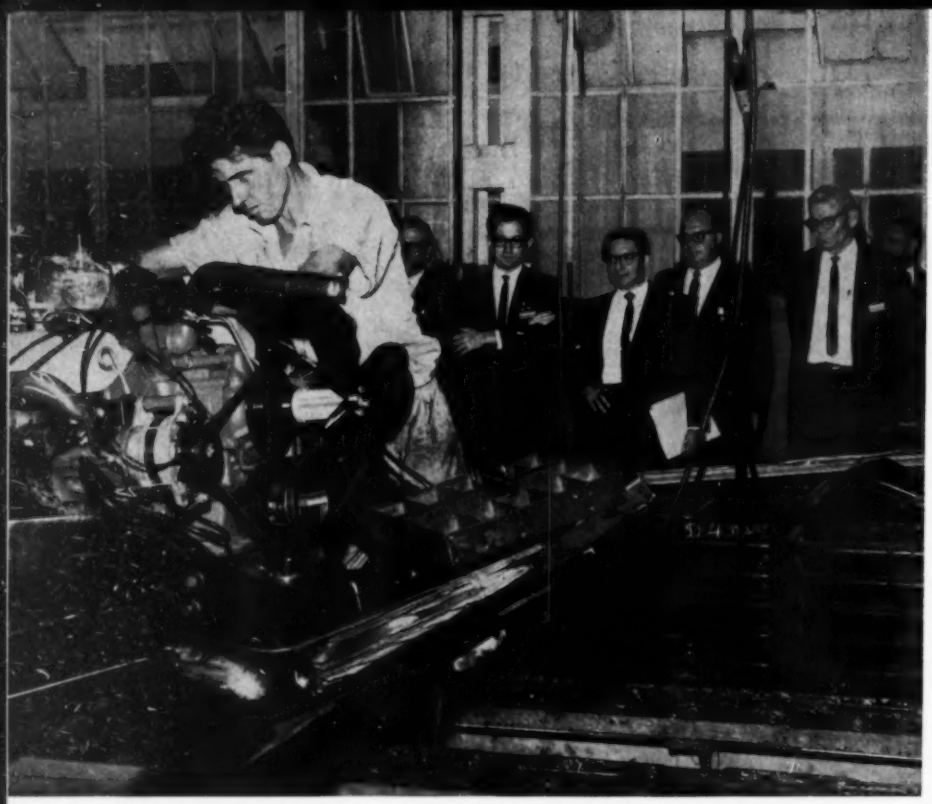
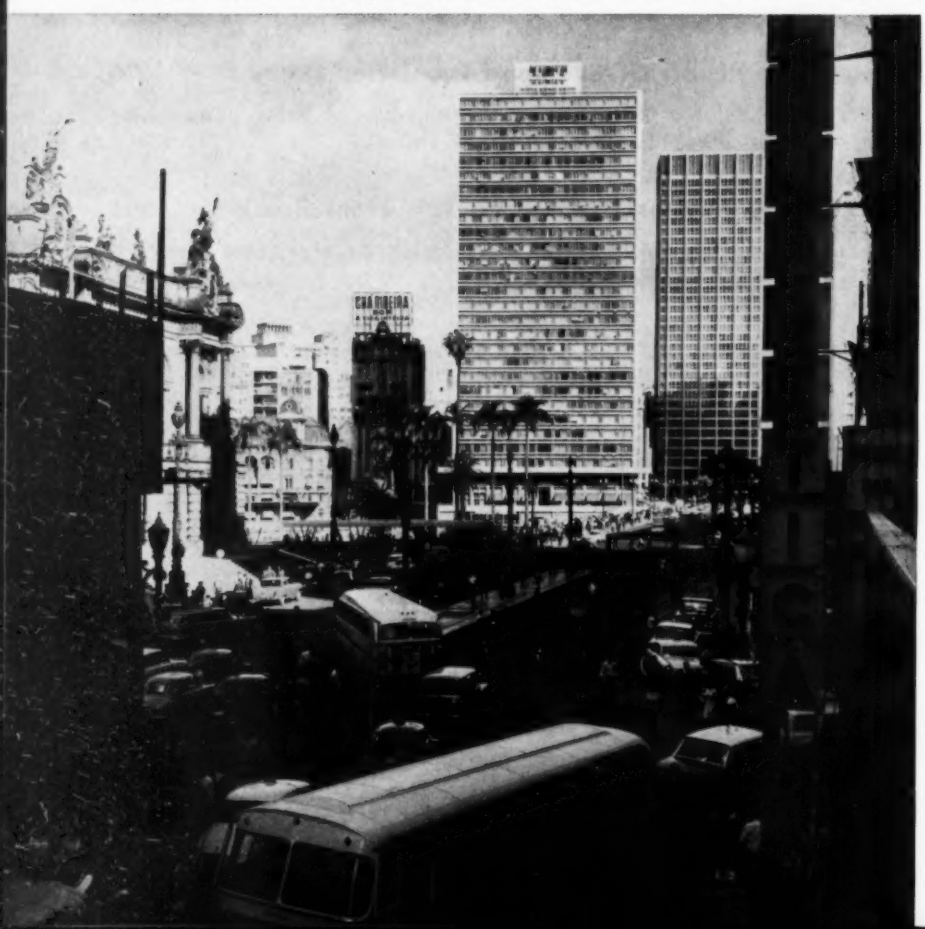


MODERN INDUSTRIAL METHODS in Brazil were studied during a visit to the Ford plant in Sao Paulo.

BUSY SAO PAULO is the leading industrial and commercial center of Brazil's economic recovery effort.



Mission reports: Brazil is on move

- **Business community there determined to modernize**
- **Interest expressed in U.S. participation**
- **Mission sees markets for machinery, know-how**

A determination to modernize and expand existing industry, a broad interest in U.S. participation, and confidence in the new Government's stabilization measures are among the views expressed by Brazilian businessmen to a recent U.S. Trade Mission traveling in the country.

Talking with manufacturers, importers, bankers, and trade and government officials, the Mission spent the month of April in South America's biggest nation, operating in cities from south to north, eastward and inland. Carrying with them some 250 business proposals from U.S. firms, the participants brought back twice as many from Brazilian businessmen.

Second Mission

The United States has a large stake in the Brazilian market, the third largest among the Latin American nations for U.S. exports, and U.S. businessmen have made direct investments of about $1 billion in the economy.

Reflecting the continuing interest of the United States in expanding the exchange of goods and services, this was the second U.S. Trade Mission to go to Brazil. The first went in 1960.

The Brazilian market itself is a large one; its proximity to the expanding Latin American market also is an important consideration in long-term planning, the

Mission members stress in their reports.

The group was composed of six volunteers from private industry and two from the Commerce Department. Highly qualified in their own areas of operation—which include such specialties as industrial equipment and machine tools, chemicals, electronics, and food processing equipment—the businessmen members were also broadly experienced in international trade activities.

Broad interests

The participants report a strong potential for a variety of U.S. equipment and technical assistance.

Although chemical production is increasing there, imports of chemicals also are increasing in an effort to meet demand, the Mission says.

Only limited interest was found in importation of food items, as Brazil is among the world's important producers of agricultural commodities and livestock; but lively planning is being completed toward expanding processing, packaging, and distribution activities.

The need for improvement in both communications and education points to opportunities in electronics, one of the members concludes.

Generally, joint ventures, agency lines, or licensing arrangements are desired.

Leading the Mission throughout its itinerary was Claude Courand, Director of the Commerce Department's American Republics Division. Stephen Karikas, Special Assistant to the Director of the Commercial Intelligence Division, served as Trade Development Officer. The businessmen members were:

Thomas C. Ballagh, President of Ballagh Thrall, Inc., Philadelphia; John S. Collins, Manager, Project Development, International Operations, California Packing Corp., San Francisco; William H. Collins, President, International Associates, Inc., Essex, Conn; Dr. John J. Farber, Vice President, International Chemical Corp. (Overseas), New York City; Kenneth C. Moritz, Managing Director, Electronics Division, C. Tennant, Sons & Co., New York City; and Thomas Rudel, President, Rudel Machinery Co., Inc., New York City.

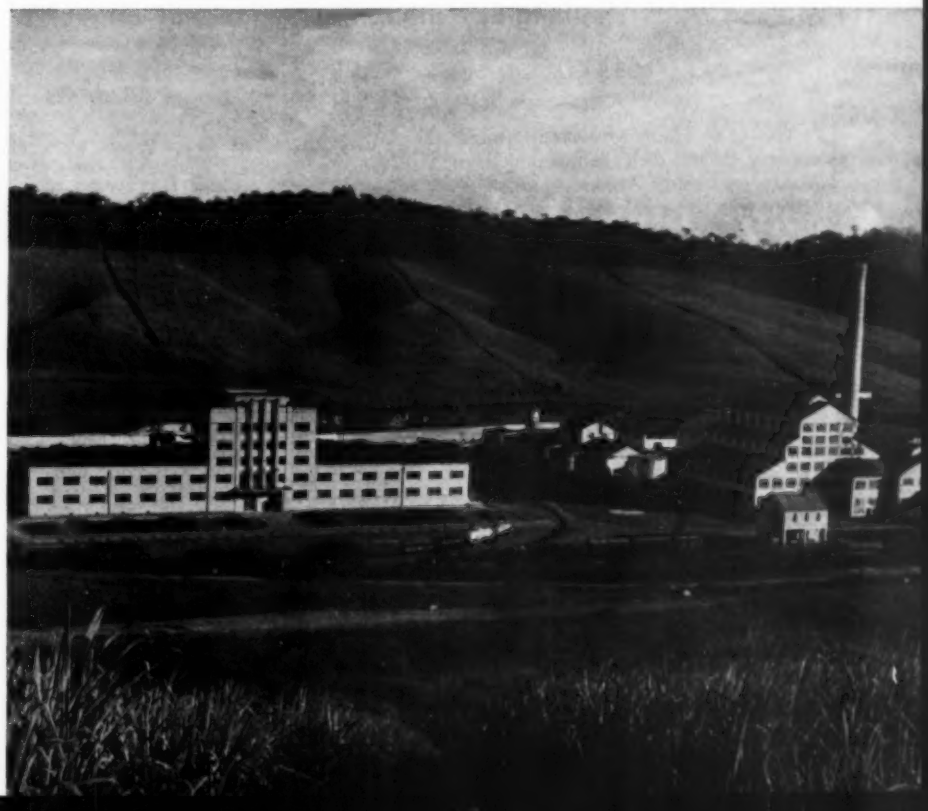
Conferences scheduled

Reports by the Mission Director and the Trade Development Officer, and the observations of each of the business members, are presented on pages 4-19.

Many of the trade and investment opportunities brought back by the Mission are reported on pages 46-55 and 31-43 of this issue of INTERNATIONAL COMMERCE. Others will appear later in the appropriate sections of the magazine.

FISH AND SHRIMP PACKAGING METHODS were inspected during tour of Sao Paulo wholesale market.

SUGAR FACTORY IN PERNAMBUCO reflects the effort to modernize the economy of Northeast Brazil.



TRADE MISSION TO BRAZIL at Business Information Center, Sao Paulo. L. to r.: Ballagh, J. Collins, Farber, Courand, W. Collins, Moritz, Rudel, Karikas.

MISSION REPORT: THE MARKET

Big Brazil is beckoning

Mission finds challenging, changing, expanding market for goods, services, investment

By CLAUDE COURAND
Mission Director

The U.S. Trade Mission in Brazil, a country larger than continental United States excluding Alaska, during April talked with some 1200 local businessmen. In 550 individual interviews, these businessmen presented hundreds of proposals for U.S. traders and investors.

The dominant theme running through them all was the determination to modernize and expand existing industrial and commercial installations.

Thus, while there was substantial interest in the trade opportunities presented by the Mission from U.S. firms, almost twice as many proposals emanated from the Brazilian private sector. These proposals covered four principal areas of interest; joint venture investment—the U.S. associate contributing modern machinery and technical and management know-how; additional agency lines; licensing arrangements; and interestingly enough, export agencies in the United States.

Five categories of products were of particular interest: chemicals, food processing and packaging, industrial machinery, miscellaneous manufactured goods (particularly textiles and leather goods); and electronic items.

Businessmen confident

The mission arrived at a most opportune time with a new Government only two weeks in office but pledged to support the sound political and economic objectives of the Castello Branco Government.

Brazilian businessmen generally supported the anti-inflationary measures of the preceding two years, though some felt some measures were too harsh. They regard the new cabinet as outstanding and because of the business experience of Ministers in key positions, look forward to sympathetic treatment where inequities are occurring. It was refreshing and heartening to observe their willingness to move forward with substantial investments confident that the Government would continue the fight to stem inflation and provide appropriate incentives to projects that further the development process.

Brazil staged a remarkable comeback in 1964-66 from the economic conditions prevailing under the Goulart regime, as indicated by the dramatic change in its reserve position from a scant $50 million at the time of the March 1964 revolution to the relatively comfortable level of $425 million estimated at present. The net capital inflow the first quarter of this year, despite some fluctuation, is estimated to have been about $30 million.

The austerity program of the Castello Branco Government took its toll and some business failures and creditor settlements are continuing. But the dras-

tic purging is over and the principal victims were undercapitalized or inefficient. Inflationary effects such as erosion of working capital and high local interest rates largely account for the strong interest in joint venture arrangements.

Rise in U.S. exports seen

With foreign exchange reserves now standing at an estimated $425 million, the trade liberalization measures initiated in March should enable the United States to equal and probably exceed its 1966 exports to Brazil valued at $590 million (c.i.f.)—about $200 million above 1964-65 levels.

Moreover, the exchange rate of NCr $2.7 favors exports and the 1966 totals of $1.7 billion to the world and $581 million to the United States should be exceeded in 1967. Because of the tight credit situation prevailing the last two years, there is substantial pent up demand and recent import levels should be exceeded. These will fall largely in the categories mentioned.

The new Government has embarked upon a substantial investment program, involving direct investments in state-owned or controlled enterprises. Principal areas of activity, however, will include projects related to transportation, power development, roads, shipping and ports. These projects will provide substantial opportunities for U.S. exporters.

The private sector, however, offers the major challenge to the U.S. entrepreneur —with major investments underway or at the planning stage, including a wide range of small- and medium-sized projects presented to the mission.

Ford led the way in the automobile field with its impressive $30 million Galaxie plant which the mission visited; G.M.C. plans a $50 million plant to build a Brazilian version of the Opel, and Chrysler has taken over control of the local Simca plant. Volkswagen and Mercedes Benz are expanding production substantially.

A major expansion in the chemical field, particularly petrochemicals, is underway. Phillips has made the largest investment in the petrochemical field but other U.S. companies including Union Carbide are making heavy commitments.

Industries want the latest

While it has not been possible to fully analyze all the many projects submitted to the mission, the interviews reflected a basic determination of Brazilian industries to install the latest machinery, supported by the most advanced technology. As this is the area in which the United States can compete successfully, a substantial market can be developed for capital goods and technical services.

MISSION LEADER COURAND (l.) chats with Commerce, Industry Secretary Edmundo de Macedo Soares.

While the major interest in the mission's activities centered in Sao Paulo with more than 300 interviews, the response in Porto Alegre and Recife was rather surprising.

Porto Alegre is the capital city of the "gaucho" country—Rio Grande do Sul, one of the two major cattle areas of Brazil—but with substantial industrial production and a determination to vie with the Sao Paulo area. Rio Grande do Sul deserves a great deal more attention than it is receiving. The cordial reception of the mission by businessmen and government officials was climaxed by their decision to send a trade mission to the United States to follow up on the substantial number of proposals submitted.

Recife is the principal center of a major development drive by the Brazilian Government, with strong support from U.S. AID. Financial incentives offered are drawing substantial investments from Sao Paulo and other areas. Readily available financing, in addition to the extensive investment incentives, make this an area worth exploring.

U.S. trade with Brazil, now at a high level, should continue to expand. The rate of expansion will largely depend upon the extent to which U.S. export interests meet and outbid international competition, especially on credit terms.

More importantly, however, will be the extent to which the U.S. private sector responds to the attractive joint venture and licensing projects available. As the major investor at present, and with organizations already established, the United States is in an advantageous position to participate.

Because of the size of the Brazilian market, much of the industry has reached a high level of efficiency. With modernization plans underway and new projects scheduled and under study, Brazilian businessmen feel they are in a preferred position to capitalize on the expanding Latin American market, and to achieve a dominant position in the Common Market proposed at the summit meeting in Punta del Este.

the author

Mission leader Claude Courand is director of the Commerce Department's American Republics Division in the Bureau of International Commerce. He also served 14 years in the Foreign Service of the United States, having been stationed in six Latin American Republics. He was Commercial Attache in Brazil, 1947-50.

Courand has served as a member of U.S. delegations to various Inter-American conferences, including the Foreign Ministers Conference in Rio de Janeiro; the U.S. Economic Commission for Latin America in Santiago, Chile; and the Inter-American Economic and Social Council conferences on the Alliance for Progress.

He attended the University of Texas and is a graduate of Catholic University, Washington, D.C.

MEETINGS WITH GROUPS AND INDIVIDUAL INTERVIEWS brought mission members into contact with more than 1,200 Brazilian businessmen representing over 500 firms. Here they talk with officials of Matarazzo Industries, which are leading producers of textiles, plastics, machinery and other products.

MISSION REPORT: RESULTS

Members interview 1200 Brazilian businessmen, bring back requests

Mission gets twice as many trade, investment opportunities from firm representatives as it carried from U.S. companies

By STEPHEN KARIKAS
Mission Trade Development Officer

The U.S. Trade Development Mission to Brazil returned at the end of April with more trade and investment opportunities from local firms than have been brought back by any other U.S. single-country Mission.

Composed of two members from the Commerce Department and six from private industry, the Mission spent the month of April interviewing Brazilian businessmen in Rio de Janeiro, Sao Paulo, Porto Alegre, Belo Horizonte and Recife. Twice the group split to conduct interviews at two separate locations. Additionally, the Mission spent two days in Brasilia, the new and architecturally magnificent capital of Brazil.

The interest shown in the Mission by the Brazilian business community, by the representatives of the Government, and by the press, was extraordinary. During its tour of the country, the Mission met with more than 1,200 businessmen, the representatives of slightly over 500 business organizations. As expected, the majority of the businessmen interviewed were Paulistas from Sao Paulo, the business capital of Brazil; others, including one gentleman from the headwaters of the Amazon, had come from nearly all the other States of Brazil.

The Mission took to Brazil 256 specific business proposals from U.S. companies; in turn, the Mission brought back 512 specific proposals from Brazilian business organizations. One hundred and forty-eight Brazilian firms expressed interest in importing from the United States while seventy-one wished to export their products to the United States. Joint venture proposals were made by 189 busi-

the author

Stephen Karikas is a Special Assistant to the Director of the Commercial Intelligence Division in the Commerce Department's Office of International Trade Promotion. Having entered the Department in 1961, he is familiar with its managerial and organizational problems, particularly in information analysis, evaluation, and dissemination. On this Mission, he was responsible for the documentation and processing of all trade and investment opportunities developed.

Karikas is a graduate of Georgetown University, Washington, D.C.

ness organizations, while 104 firms wished to be licensed; a few expressed a desire to license U.S. firms to manufacture their lines in the United States.

Investment interest

As the Mission statistics demonstrate, Brazilian business interest in investment is high. Many firms wished to obtain capital investment but others proposed joint ventures with U.S. firms in exchange for supplies of new machinery and equipment, for know-how, and even for new and more efficient management. Many potential licensees expressed the desire to import U.S. made goods first and then possibly, later, to manufacture the items under license.

The commodity categories of greatest interest to Brazilian importers were chemicals, especially plastics, and raw materials for the pharmaceutical, agricultural chemical, and paint industries; and machinery, such as machine tools, packaging and other industrial equipment, and electronic apparatus. Textiles, lumber, leather goods and processed foods were the main items offered for export to the United States.

Received by officials

In Rio de Janeiro, the Mission was received by the Minister of Foreign Affairs, Jose de Magalhaes Pinto, and by the Minister of Industry and Commerce, Edmundo de Macedo Soares e Silva. With the latter, the members had a frank exchange regarding Brazilian tariffs and laws affecting royalty payments and investments. Also the Governors of each of the States visited, and city officials, enthusiastically welcomed the Mission throughout the trip.

By publicizing the arrival of the Mission to their members, and by supporting the Mission during its visit, the various associations, federations of industries, and chambers of commerce in Brazil contributed greatly to the success of the endeavor. Also contributing to the Mission's success was the continuous and extensive coverage given it by the Brazilian press.

Visit plant, fair

The Mission members as a group visited the manufacturing assembly plant of Ford do Brasil and the Home Appliance Fair, both in Sao Paulo. Individually, Mission members saw the operations of PETROBRAS, the Brazilian oil monopoly; of Mesbla, the department store chain; of CEASA, Sao Paulo's wholesale food market, and the operations of various ship builders, fishing companies and food processors. Through these visits they were able to gain a first-hand knowledge of Brazilian industry, and their evaluations are reflected in their individual reports which follow.

BRAZIL'S ENORMOUS AREA is two-thirds covered by forest, offering practically unlimited possibilities for development of forest industries. This is the Duratex hardboard plant at Jundiai, Sao Paulo.

MISSION MEMBERS Rudel, J. Collins, Karikas and Ballagh join Economic Officer T. D. Kingsley in watching the 1000th Galaxie roll off assembly line at Ford Motor do Brasil plant in Sao Paulo.

Conferences scheduled

A terminal conference, with all members of the U.S. Trade Mission to Brazil reporting, is scheduled for Philadelphia on June 8.

To be held in the Concourse Room, Philadelphia National Bank, Broad and Chestnut Streets, the conference is open to the U.S. business community.

Later meetings, with individual Mission members attending, have been arranged as follows:

June 14: New York City, Courand and Moritz; June 14, Chicago, W. Collins; June 15, St. Louis, Ballagh; June 16, Minneapolis, Ballagh; June 26, Los Angeles, Moritz; June 27, San Francisco, J. Collins and Moritz; and Oct. 5, Cleveland, Rudel.

U.S. businessmen may wish to check with Commerce Department Field Offices to determine the exact location of the various cross-country conferences in the cities named.

Brazilians expand output of heavy machinery but show brisk interest in such purchases from U.S. firms

Much equipment produced there is made with U.S. machinery or components; renewed capital investment and know-how from U.S. spur further purchases by local manufacturers

By THOMAS C. BALLAGH
Ballagh & Thrall, Inc.
Philadelphia, Pa.

Industrial machinery, mechanical equipment and components increasingly are being manufactured in Brazil; but much of such equipment is being made with U.S. machinery or components, which still rank high in that area despite growing competition from other countries.

Renewed capital investment from the United States, and new American processes or technical know-how involved in licensing or joint ventures with Brazilian firms, lead to further imports of the latest types of equipment and materials used and recommended by the U.S. partners.

An active interest was shown in the purchase and representation of new lines of a variety of industrial equipment, construction machinery and other products from the United States during mission interviews with hundreds of Brazilian businessmen.

New optimism

New optimism was evident on all sides, resulting from a combination of favorable factors:

- The smooth succession in March of the Government headed by President Arthur Costa e Silva, which is expected to continue the sound policies of the Castelo Branco government.
- The slowing of inflation.
- Availability of substantial foreign exchange.
- Continuance of large amounts of U.S. AID funds (second only to allocations for India), designed both to develop long range projects, and to facilitate present importations of American equipment and materials.
- Renewed remittance of royalties and profits, deferred during previous times of exchange shortage.
- Resumption of substantial foreign investment, both in new projects and in the expansion of previously established industries.

These factors reflect the improved political, financial and economic climate, despite some recession (believed to be temporary) in certain industrial areas during the readjustment to various fiscal measures, and a continued shortage of working capital.

SALES AND INVESTMENT OUTLOOK FOR INDUSTRIAL EQUIPMENT are discussed during interview between mission member Thomas Ballagh (l.) and a Sao Paulo businessman.

Business proposals

Among the business proposals carried by the Mission from U.S. manufacturers and exporters seeking new connections in Brazil to sell, distribute or manufacture their products under license or joint venture, great interest was shown in a variety of equipment, despite the fact that certain types were already being made in Brazil.

Included were construction machinery, heavy tractors and earthmoving equipment; concrete pipe and blockmaking machines; railway supplies; foundry equipment; machine tools; equipment for generating and handling steam, ozone and water; plastic molding presses of advanced design, and plastic materials; vacuum process equipment; automatic clutches for power transmission; control valves; laboratory equipment and instruments; and air conditioning.

Trade opportunities were submitted for many additional products wanted by Brazilian firms. These included thermostatic valves; expansion joints; fluid handling equipment; concrete spray guns; concrete batching plants; machinery for mining, ore concentration and tunnelboring; railway track maintenance equipment; automatic machinery for frozen popsicles; parts for earthmoving and roadbuilding machinery; combines and other agricultural machinery; nickel bars and other metals; canmaking machinery; equipment for steel and petroleum industries, and for port installations; equipment for municipal incinerators; machinery for engraving or etching glass thermometers; and heavy electrical equipment.

All the foregoing products were wanted, sometimes for direct purchase by users, but more often to be imported for resale by distributors, on special order, or for sale on a commission basis by representatives.

License, joint ventures

A considerable proportion of businessmen were interested in initial or eventual manufacture locally, sometimes under royalty licenses, but especially by formation of joint ventures in which the U.S. manufacturer would contribute technical know-how, equipment and capital.

Specific joint ventures were proposed by Brazilian firms to produce commercial refrigeration and display cases; powdered-metal manufactures, alone or with Teflon; and shipping and storage containers of metal mesh involving new techniques.

Moreover, the Brazilian affiliate of a U.S. machinery manufacturer sought new mechanical products to be made under license, joint venture or contract manufacture, to utilize fully its existing capacity.

Investment opportunities

Numerous Brazilian manufacturers and businessmen are seeking American capital as loans, or equity investment in their operations, or in a few instances, for outright purchase of their companies. Some have found their reserves depleted by inflation. Others want more working capital or expansion of their facilities.

A general shortage of capital to keep up with existing demand, and high interest rates—which include a substantial factor for past or anticipated inflation, and so range up to 48% or more per year—lead many Brazilian businessmen to seek long credits or capital investment from abroad.

Investment opportunities among persons interviewed included financing of new textile machinery to be imported; a proposed joint venture to produce newly patented firearms; investment in existing factories making mechanical transmission equipment and mechanical rubber goods, and in a leather tannery.

A smaller manufacturer of wheel toys, and a long-established producer of cotton cordage, would sell out completely; and a large manufacturer of copper cable and steel wire would like to double its capacity by the added investment of U.S. capital.

Export from Brazil

Brazilian producers, encouraged by their government, are eager to expand their own markets and create more foreign exchange by exporting, especially to the United States, but also to other countries.

As a member of the Latin American Free Trade Association (LAFTA), consisting of most Latin American countries outside Central America, Brazil expects to play an important part in supplying other LAFTA countries with Brazilian manufactured products, under preferential duties.

INVESTMENTS IN BRAZIL have helped make that nation's auto industry the world's eighth largest. Willys Overland has five plants in Brazil, employing over 12,000. Above, Willys plant near Sao Paulo.

Investment factors

Brazil's population of some 85 million (about half that of South America), providing a large domestic market to support volume production, the country's extensive industrialization, its relatively low labor costs and relatively high productivity—these and other factors lead Brazil to feel it is the logical place for U.S. and foreign producers to set up manufacturing subsidiaries and joint ventures to supply both the Brazilian market and the rest of the LAFTA countries.

When the product involves a large labor content, or where domestic raw materials are available at lower costs, Brazilians feel they can compete in price with American and European producers, especially in the LAFTA area. This reportedly has been demonstrated in some products such as steel, control valves, and others. Brazil's automotive industry ranks eighth in the world—its vehicles being produced over 90% from Brazilian-made components.

The future development of the supplemental export market should increase the already important demand for more machinery, industrial equipment and technical "know-how" from the United States.

the author

Thomas Ballagh is President of Ballagh & Thrall, Inc., Philadephia. He has been engaged in foreign trade for over 40 years. After graduation from the University of Pennsylvania, he lived some years in Latin America, first as a sales representative, then as a trade commissioner attached to the U.S. Embassy in Buenos Aires.

More than 30 years ago he formed Ballagh & Thrall. His organization acts as export managers and joint international managers for a number of manufacturers of industrial equipment and consumer goods, including manufacture abroad through licensees and joint ventures.

Ballagh is President of the American Society of International Executives.

MISSION REPORT: CHEMICAL INDUSTRY

Brazil's chemical imports expand, though production increases

Many manufacturing firms are looking for investment, technical assistance; chance to export U.S. capital goods, know-how

By JOHN J. FARBER
International Chemical Corp.
New York, N.Y.

Brazil's imports of chemicals remain high as local production, despite expansion of the country's chemical industry in recent years, cannot meet overall demand.

Chemical imports of $174 million in 1965 rose to $226 million in 1966, an increase of about 30%. The United States is the leading supplier, its exports reaching about $71 million in 1965 and $90 million in 1966. In both years the U.S. share of the Brazilian chemical import market was about 40%.

The overall climate for chemicals in Brazil is most promising. Many firms, however, have incurred substantial losses of capital revenues and they face the new situation with practically no working capital.

A large number of chemical manufacturing firms are looking for outside investment and technical assistance. Brazil offers an excellent opportunity for export of capital goods, new plant equipment, machinery and know-how licenses.

The pricing of U.S. chemicals often was found by the Mission to be high in comparison with competitive European sources. They benefit also from lower ocean freight rates and lower export credit insurance premiums.

Exports jump

Brazil's chemical exports, although relatively small, are expanding rapidly. Such exports rose from $14.5 million (f.o.b.) in 1965 to $25.1 million in 1966, an increase of 73%. The U.S. share of Brazilian chemical exports is large; it rose from 46% in 1965 to 50% in 1966.

Brazil's chemical industry realized substantial plant development in 1966—in good part the result of incentives introduced on various occasions beginning early in the Castello Branco administration to spur greater diversification and expansion. New investment has become necessary since virtually no significant development effort had taken place in this industry since 1962.

BRAZIL'S CHEMICAL IMPORT NEEDS remain high, and mission member John Farber (r.) got a direct line on the most desired items through personal interviews with businessmen active in the industry.

With further stabilization of the economy and the confidence being displayed in the Costa e Silva Government, this expansion is turning into a major buildup, resulting in a substantially new chemical industry. Many projects approved by the Government super planning board, GEIQUIM (executive group of the chemical industry), within the past two years are now going forward and numerous additional new projects are arising.

Centered in Sao Paulo

As in the past, investor interest remains centered in the Sao Paulo area. However, a trend toward regional dispersion of new investments in the chemical industry is now appearing as a result of special tax and financing incentives under the SUDENE plan in northeast Brazil. Already a large number of chemical projects have been submitted and approved by SUDENE and more are in the planning stage.

In addition, the State of Rio Grande do Sul in the south also offers attractive opportunities for the chemical industry. The South has some available capital and a supply of skilled and qualified manpower.

The numerous new plants under construction or in planning are spread throughout the industry, including the branches of inorganic and organic chemicals, plastics, synthetic rubber, and fertilizers. While much of the new capital comes from Brazilian sources, the United States and several European countries are important suppliers.

Inorganic chemicals

In inorganic chemicals Union Carbide has announced a joint venture for rock salt production in the State of Alagoas and it has obtained Government approval for a caustic soda plant, to produce at Maceio (Alagoas) 150,000 metric tons a year of caustic soda and 200,000 metric tons of chlorine. Phosphoric acid will be produced by Companhia Petroquimica Brasileira, using a process acquired from the Israeli Mining Co., at a plant near Cubatao, State of Sao Paulo, with a capacity of 50 tons daily. New fertilizer plants now under construction will add substantially to Brazil's nitric acid production.

In the organic chemical branch plants now under construction, in Rio and Recife—by Victor Sence, and E. Queiroz—will raise substantially the production of octanol and butanol. W. R. Grace is planning an oxo alcohol plant in a joint venture with Petroquimica Uniao in Capuava, with a projected annual capacity of 10,000 metric tons. Guanabara Quimica Industrial plans to

make 1,200 metric tons of sorbitol annually. The French Rhodia group will make adipic acid and hexamethylene diamine in Sao Paulo with an annual capacity of 28,000 metric tons mostly to be used in their own nylon 6,6 production.

Quimica Industrial Pernambucana is planning a citric acid plant in Recife with 600 metric tons annual capacity which will meet total present demand. Vulcan (W. R. Grace) with a present annual capacity of 3,000 metric tons of phthalic anhydride will expand its output in 1967 to 4,000 tons and contemplates reaching 12,000 metric tons by 1969. Another phthalic anhydride plant is being built in the Northeast by Cequine with a capacity of 4,800 metric tons, scheduled to be in production by the end of 1968. Esso also is planning a phthalic anhydride plant with an annual capacity of 4,800 metric tons.

Sizable expansion

A sizable expansion of plastics production is scheduled. Union Carbide do Brasil, the country's only high pressure polyethylene producer, is unable to satisfy the market with the present capacity of 19,500 metric tons. Carbide has announced that it is constructing a Wulff furnace, a petrochemical project which will produce 73,000-128,000 metric tons of ethylene, 16,000-36,000 metric tons of acetylene and 30,000 metric tons of benzene. The ratio between ethylene and acetylene can be varied depending on demand. Their polyethylene capacity will be increased to produce 62,000 metric tons, to utilize the ethylene.

The acetylene obtained from the petrochemical process will be used together with some of the ethylene in an ethylene-acetylene process to produce vinyl chloride monomer with a contemplated annual capacity of 70,500 metric tons. Part of Union Carbide's monomer will go to a new PVC plant to be built by W.R. Grace with an initial capacity of 10,000 tons annually.

Eletroteno Industrias Plasticas S.A., the country's only low pressure polyethylene producer, will expand its present annual production of 4,000 metric tons to 8,000 tons by 1968. Industrias Quimicas Eletrocloro with a capacity of 24,000 metric tons of polyvinyl chloride will raise its annual output to 40,000 tons by the end of 1968. Union Carbide also announced a vinyl chloride project based on acetylene.

Synthetic rubber production will be boosted significantly. PETROBRAS, already producing styrene butodiene rubber, is planning to build a styrene plant with a capacity of 20,000 tons a year starting from their own benzene and ethylene. The butadiene unit with a rated capacity of 33,000 tons annually went on stream early in May 1967. Brazil's second carbon black plant, under construction by Companhia de Carbonos Cloridais (Phillips), is supposed to come on stream later this year with an annual capacity of 17,000 metric tons.

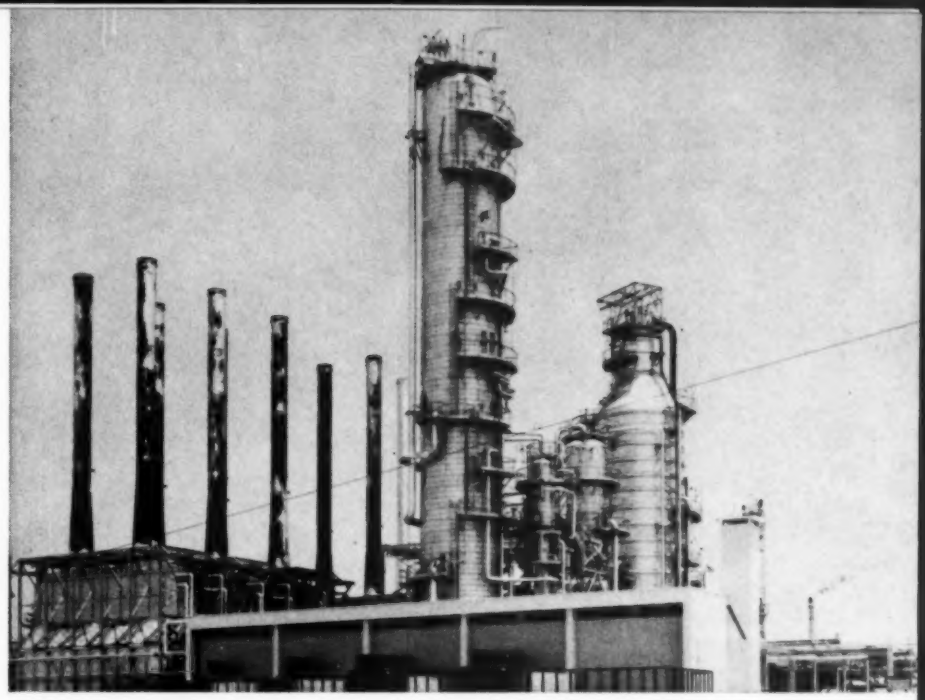
In petrochemicals Phillips Petroleum Co. has announced a joint venture with Uniao and Moreira Salles, a private banking group, to put up a large petrochemical complex at Capuava (Sao Paulo). This project was approved early in January by the National Petroleum Council. According to the announcement, Petroquimica Uniao will complete its plant at the beginning of 1970 and will produce a wide range of olefins and aromatics from naphtha to be supplied by Uniao.

Plans expansion

In response to the present and projected high growth rate for consumption of chemical fertilizer, Petrobras is expanding its nitrogenous fertilizer plant. The company's current annual nitrogen capacity of 20,000 metric tons will be raised to 34,500 tons by 1968.

Petrobras is planning a new ammonia plant at Bahia with a nitrogen capacity of 46,800 tons. Usiminas, in Belo Horizonte, now producing ammonium sulfate with an annual capacity of 500 metric tons (nitrogen), plans an increase to 3,000 metric tons. COSIPA will have a total capacity of ammonium sulfate of 2,500 tons (nitrogen) by 1967.

Phillips Petroleum with an investment of $13 million in a joint venture with ULTRAGAS is building a large fertilizer complex, Ultrafertil, scheduled to be on stream by mid 1969. It will produce synthetic ammonia, ammonium nitrate, diammonium phosphate and nitric acid with a total available nitrogen of 123,000 metric tons. Ultrafertil will also produce 30,600 metric tons of single superphosphate, all based on imported rock phosphate.



INVESTMENT INCENTIVES enacted during the Castello Branco administration are beginning to pay dividends in the chemical industry. Above is the Duque de Caxias refinery in Rio de Janeiro State.

the author

John Farber is President of International Chemical Corp. of New York City, a company which began by providing technical assistance to Asian and South American countries and developed into an entity of 17 corporations throughout the world. The company supplies raw materials in the fields of pharmaceuticals, chemicals, plastics and synthetic resins, as well as plant, equipment and knowhow under license.

A graduate of European universities where he obtained an M.S. degree in chemistry, Farber was granted a Ph.D in 1956 at Brooklyn Polytechnic Institute.

MISSION DIRECTOR COURAND addresses a luncheon given by the Sao Paulo Federation of Industries.

MISSION REPORT: MACHINE TOOLS

Development of Brazilian market seen if stabilization progresses

Industrial mass production lacking for so large a country; time for U.S. tool builders to revamp selling, financing

By THOMAS R. RUDEL
Rudel Machinery Co., Inc.
New York, N.Y.

The Brazilian market for U.S-built machine tools is, in many ways, a rather involved paradox.

Substantial factors, both economic and of a policy nature, have great influence in the selection and purchase of all machine tools used and desired for future use by Brazilian industry.

Economically, Brazil is enduring inflation of a severity unequalled in any other major industrial and agricultural nation of the world. For the last several years the cruzeiro has been losing about half its purchasing power annually; bank loans, if one can obtain one at all, are for very short terms and average from 2½% to 4% interest per month! Almost all Brazilian industries, both large and small, are short of working capital. An incredibly large number of Brazilian businessmen, especially manufacturers, are seeking joint ventures—as much in the form of cash as in know-how—with their U.S. counterparts, or to sell out completely.

The paradox therefore is: if a stable reformed currency could be achieved, coupled with substantial deceleration of prices and wages, this ambitious and volatile country would seem to be on the verge of a dynamic industrial development and advance. It is one of the few countries of its size—almost 85 million people—which does not enjoy industrial mass production with its obvious national economic advantages.

Factors affecting the sales of U.S. built machine tools in Brazil are not unlike those encountered in other developing countries. I visited two lathe manufacturers who cover a wide range. There are six manufacturers of open-back inclinable punch presses. Makers of other metal products are seeking licenses or joint ventures—from machine tool builders of milling machines, drilling machines, boring machines, shapers, grinders—from all over the world in order to take advantage of a protected market.

As an example, General Motors is building a large Brazilian plant. GM has purchased presses from Schuler of Germany which in turn has contracted with Brown, Boveri of Switzerland, which has a Brazilian plant, to have a substantial part of these presses manufactured there. Brown, Boveri has sub-contracted part of this work to other Brazilian plants.

Strong competition

Competition from most industrial nations is keen. Notable currently is the large volume of machine tools from Czechoslovakia now arriving. Most of the Brazilian distributors who represent U.S. firms also represent Czech, East German or other machine tool builders within the Soviet bloc on the theory that only by so doing can they afford to maintain the staff and organization required for competent representation of U.S. machine tool builders.

The USSR recently has offered Brazilian industry a line of credit of $100 million for the purchase of Russian machinery. Their quoted prices seem meaningless—for example, a horizontal boring mill which they initially offered for $130,000, they finally sold for $40,000 to block competition. West Germany, Japan, Italy, Switzerland, Great Britain, France and others are all competing for present and future industrial equipment business and are facing the same problems we are. except that they are probably less able to meet the financing needs of the market because of their own tighter money market.

Time for reappraisal

The time, it would seem, is right for most U.S. machine tool builders to reappraise the Brazilian market, determine its present and future potential, and formulate selling and financial policies which will more closely meet the needs of the market and provide better competitive selling conditions for us.

The great majority of potential Brazilian customers prefer U.S. machine tools and believe them to be, by and large, of a higher quality, enjoying better service performance than those of any other national origin. They are known to be more expensive but are considered worth it.

We are recognized as world leader in

the design and creation of sophisticated high production and high precision machine tools with great profit potential. Many U.S. builders are not offering their numerical control machines in this market partly because of the complicated servicing factor. This policy merits reconsideration, for N.C. is becoming established in Brazil and the market will go to others if those who can, do not compete.

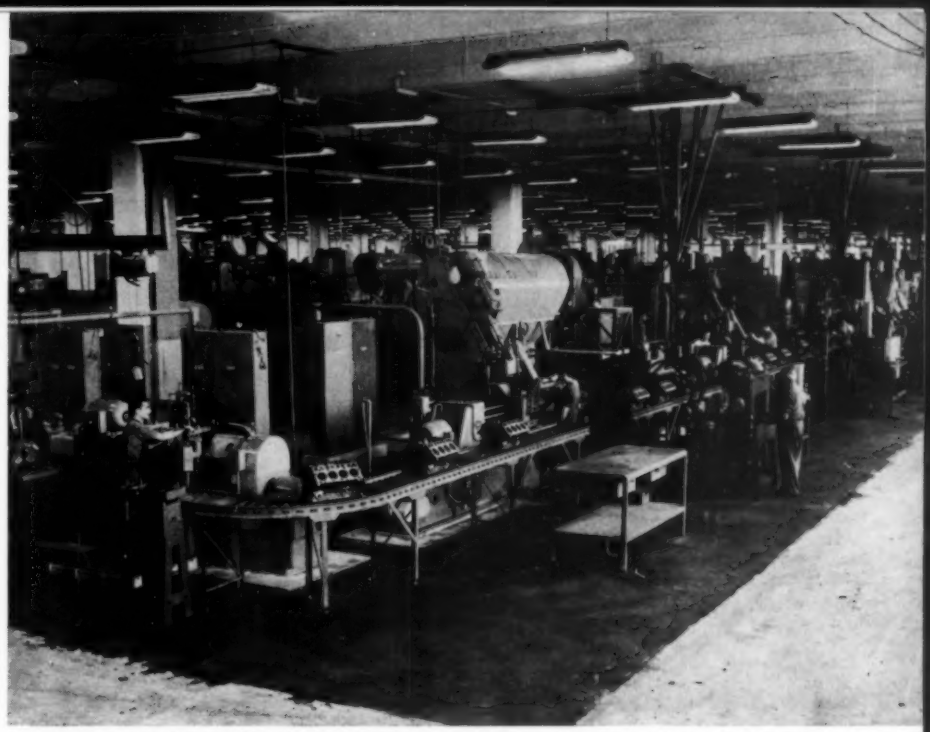
Long-range view

In determining a future course of action it is well to consider the country and its people from a local and long-range point of view. Brazilian businessmen, as a majority, are an ambitious, optimistic, venturesome and realistic group, possessed of a high sense of business ethics, who seem determined to advance their nation to an industrial eminence in South America similar to that enjoyed by the United States in North America. They realize that only by increased production and productivity can real profits and permanent establishments be made and they foresee a fast-growing market among their peripheral neighbors, especially if a South American Common Market, now under serious contemplation, becomes a reality.

For U.S. businessmen to invest in Brazilian industry at this time takes courage but the promises of the future are bright. Potential investors should particularly look into the possibility of establishing a plant in the Northeast where attractive incentives are offered for new investments in facilities—such as financing of a major part of the project through the tax deposit system and loans on generous terms, in exemptions from duties for certain capital imports, and 100% income tax exemptions for up to 15 years.

An investor in whatever form should be prepared to maintain his investments by possible additional investment for some little time for it will take just that for fiscal stability to become restored. The seemingly well-established Government is both committed and determined to achieve stability and the business community thoroughly understands its own plight, problems and steps necessary for solution.

U.S. manufacturers who determine to establish themselves in Brazil while the risks and opportunities are still great may be instituting ground-floor operations which could loom large in the future prosperity of their organizations.



THE NEED FOR ADVANCED TOOLS is strong in Brazil, especially in such areas as the fast-growing auto industry. Above, the engine block assembly line in a modern automobile factory.

MANY MACHINE TOOL MAKERS are anxious to form joint ventures with U.S. firms, mission member Thomas Rudel (right) found in the course of his interviews with leading Brazilian businessmen.

the author

Thomas Rudel is President of the Rudel Machinery Co., Inc., of New York City. Founded by him in 1941, the company represents 24 machine tool manufacturers. His experience encompasses all aspects of domestic and overseas machine tool operations in investment, licensing, marketing and distribution. Rudel was Chairman of the Board and President of the Eberhard Faber Pencil Co. from 1949 until 1952, concurrently with his operation of the Rudel Machinery Co.

Rudel is a past president and life director of the American Machine Tool Distributors' Association, and a member of the American Society of Tool and Mechanical Engineers. He is a graduate of Princeton University, and a trustee of Goucher College.

BRAZILIAN MARKET is discussed by mission member Kenneth Moritz (l.) and Brazilian businessman.

MISSION REPORT: ELECTRONICS

Market for communications equipment and teaching aids seen as new programs develop

Government, completing plans for action, has set up Minister of Communications post; imports of components, parts rise

By KENNETH C. MORITZ

C. Tennant, Sons & Co.
New York, N.Y.

Brazil offers an important group of immediate opportunities in the electronic industry which stem from fundamental, well-defined basic needs.

First, as a result of the country's physical size and the acute need for reliable communications among 85 million people in widely separated business and political centers, the fuse is set for an electronic explosion. In the past, the detonation has not occurred because of the absence of a plan, an office to carry it out, a realistic incentive for privately held telephone operating companies, and the allocation of necessary funds.

For the first time, Brazil has now created a cabinet level post, Minister of Communications, to carry out a plan of action being completed by the new Government. Various fund sources will be made available for the final plan.

Second, the need for a comprehensive national educational program is well recognized by the Government. The shortage of teachers and equipment logically and urgently suggests the utilization of electronic teaching aids to better use educational resources. Official statistics indicate that presently only 3% of starting students achieve high school graduation. To make this point even stronger, it is estimated that only 50% of eligible children become starting students.

Along with these two massive requirements, basic communications and education, other necessary electronic activities are immediately needed. Local development of component manufacturing sources to supply the equipment building complexes are basic. In Latin America, Brazil is by far the largest mass market, and manufacturers will be provided additional opportunities beyond Brazil's own borders in the Latin American Free Trade Association markets. As these programs develop, Brazil has the opportunity of selling into LAFTA markets by using the price advantage resulting from the anticipated high Brazilian production levels. LAFTA would add an estimated 60% in sales to the sizable Brazilian potential totals.

Industry growing

While accurate statistics are difficult to come by, reports show a growing electronic industry with 1966 imports of components and parts estimated at about $10 million.

In 1965, sales at the factory level for TV, radio, and radiophonograph consoles exceeded $60 million. This is exclusive of industrial and military sales activity.

Based on these figures plus the already committed funds for telecommunications, estimated at $200 million in the next five years, it appears that the 1967 electronics market size will exceed $100 million. The growth rate most certainly will be a steep one—exceeding 15% annually—if present policy continues.

Mission members' talks with businessmen in the Rio area covered a full scale of product interests. The majority of the small business community desired con-

the author

As Managing Director of the Electronics Division of C. Tennant, Sons & Co., of New York City, Kenneth C. Moritz supervises and is responsible for all its activities: International representation of 11 component and equipment manufacturers, purchasing for foreign manufacturers requiring U.S. components, and negotiation and establishment of licenses for international clients requiring specialized U.S. know-how.

After graduating from New York University, Moritz did graduate work at George Washington University in Washington, D.C., and the Wharton School of Business in Philadelphia.

tact with U.S. manufacturers in order to establish sales agencies and distributorships. The larger financial-industrial groups wished to obtain know-how licenses or joint venture participation in establishing either a basic sophisticated component industry or the manufacture of industrial equipment.

In Sao Paulo, the effects of commercial and economic pressures are readily visible. The continuing rise of the cost-of-living increase, not fully offset by annual wage adjustments, has affected the non-basic product markets such as radio, TV and phono-stereo equipment sales.

The problem is recognized by the more astute management-groups which had tied their futures solely to the consumer market. They are seeking diversification to industrial products or are interested in leaving their former base of operations entirely.

U.S. know-how sought

The manager of a Sao Paulo firm, large by Brazilian standards, manufacturing parts for the radio and television industry for the past decade, indicated a strong immediate interest in applying his broad technical knowledge to telecommunications with the help of U.S. know-how. He decided on this course not only as an offset to the downward production trend most of his present customers were experiencing in consumer goods but as a better long-range business opportunity.

In Rio and Sao Paulo, more than 80% of the business executives we met were interested in license-joint venture proposals or representation opportunities in Brazil. Only a small percentage showed interest in license without participation by the licensor.

In Porto Alegre and Belo Horizonte, the general pattern confirmed the results of the Rio-Sao Paulo conferences. The only difference was a slight shift toward license only and away from license-joint venture, although the latter still was dominant.

Ready to grow

After broad exposure to Government officials, industry organizations, independent business leaders and managers of Brazilian subsidiaries of major U.S. and European manufacturing complexes, one sees that excellent product and market opportunities are available.

The telecommunications industry is ready to grow in a spectacular fashion. There are needs for UHF and microwave communications equipment, including multiplex. There is need for all types of audio-visual equipment for the speed-up of a national education program. Closed circuit television can be readily applied to education.

Implementation of a Brazilian component industry becomes a must as the above-noted two equipment programs expand. In the last four years, $15 million worth of semi-conductors have been imported by Brazilian firms. Duty is only 10% on semi-conductors, as the present production level in Brazil is small. This quantity requirement will grow spectacularly as the equipment programs expand and along with other sophisticated components, could give Brazil a leading position for the entire LAFTA market.

The popularity of television, the clustering of transmitting stations in only a few metropolitan areas and the topography of Brazil also suggests the possibility of the wide application of community television system techniques.

Market profile—Brazil

Government: Federal Republic; constitution provides for a government similar in many respects to that of the United States. Executive branch is headed by a President elected for four years and ineligible for consecutive terms. Legislative branch, the National Congress, consists of Senate and Chamber of Deputies.

Area: 3,286,470 square miles—larger than United States excluding Alaska.

Population (1966 est.): 84,679,000; 55% of population classified rural, 1960 census. Active labor force estimated (1960) at 23 million: 52% in agriculture; 3%, mining; 9%, manufacturing; 7%, commerce; 13%, services; 4%, transportation and communications; 12%, other.

Principal cities: Nine urban centers with estimated population more than 500,000 each in 1966. Largest (1966 est.), Sao Paulo, 5,251,000; Rio de Janeiro, 3,977,000. New capital city, Brasilia, established 1960.

Income: 1966 GNP estimated at $23.6 billion (AID estimate: 3.6% increase over 1965).

Currency: Cruzeiro; Bank of Brazil buying rate, NCr$2.7 per dollar; selling rate, NCr$2.715 per dollar.

Agriculture: One of the world's important agricultural and livestock producing nations; self-sufficient except for wheat and a few other Temperate Zone products. Principal crops: Coffee, corn, cotton, rice, sugar cane, beans, mandioca. Cattle population third largest in the world; hog population, second largest.

Industries: Country self-sufficient in consumer goods and light capital goods; production of heavy capital goods increasing rapidly. Manufacturing production index (1953 = 100), 248 in 1964.

Forestry: About 66% of area forested. Timber and a number of other forest products economically important, including rubber, mate, Brazil nuts, vegetable oilseeds, waxes, fibers.

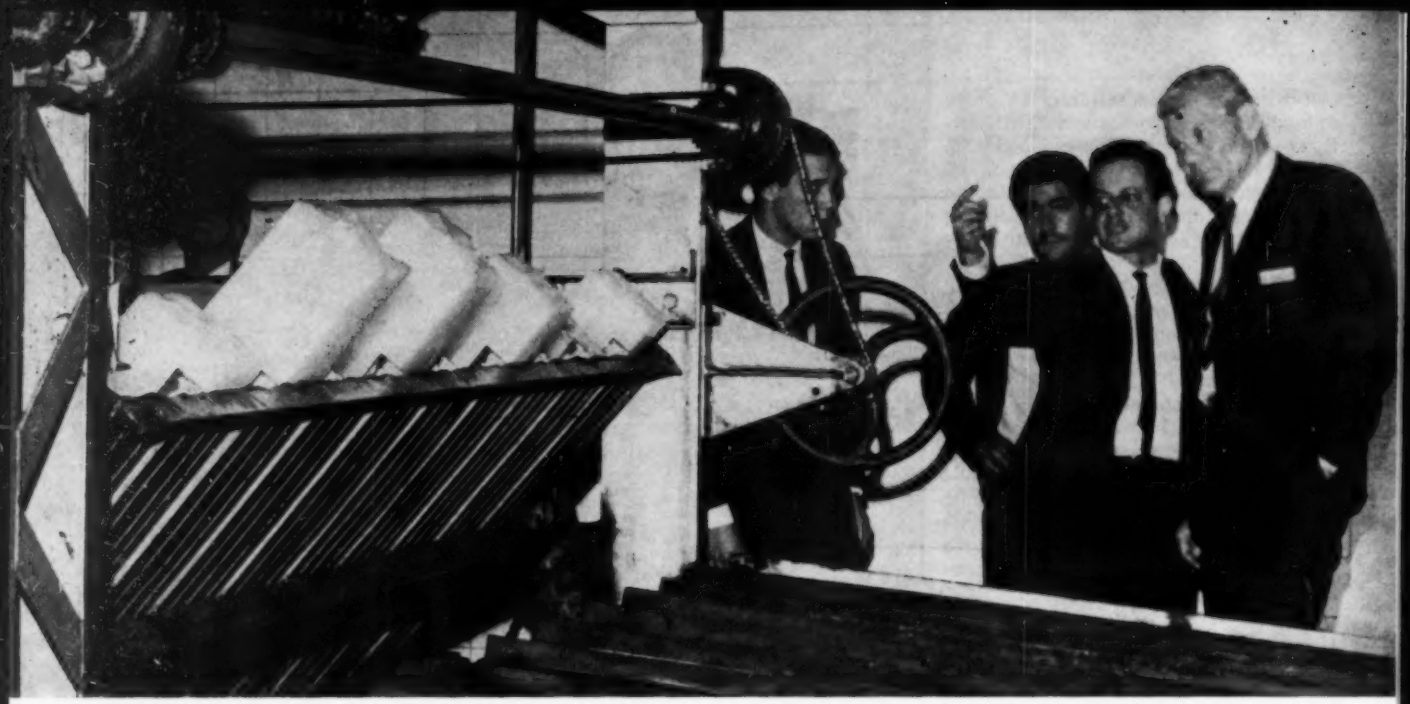
Mining: Resources not developed in proportion to potentialities. Production increasing: Index (1953 = 100), 281 in 1963. Rich iron ore reserves. Coal and petroleum production supplemented by imports.

Transportation: Railroads: 1964 mileage, 21,474. Highways: 1965 mileage, 497,902. Coastal and fluvial transport important; merchant fleet, 1.4 million tons cargo capacity, 1965; principal ports, Rio de Janeiro and Santos. Air network widespread.

Exports (1966): $1,741 million. Major markets: United States, 33%; West Germany, 8%; Argentina, 6%; Italy, 6%; Netherlands, 5%. Major exports: coffee, cotton, iron ore, cocoa, wood, sugar.

Imports (1966): $1,497 million. Major suppliers: United States, 39%; Argentina, 8%; West Germany, 9%; Venezuela, 5%. Major imports: crude petroleum, machinery, wheat, chemicals, transport equipment.

Conditions of trade: Import regime liberalized in early 1967; nonessential commodities and items similar to those produced in Brazil subject to generally high rates of duty. Member of Latin American Free Trade Association and General Agreement on Tariffs and Trade.



WHOLESALE MARKET in Sao Paulo was visited by mission member John Collins (r.), author of this report. Here, he inspects the market's ice plant.

Although the prospect for U.S. food imports is limited to a few items, the mission found potential for U.S. processing equipment sales.

MISSION REPORT: AGRICULTURE, FOOD PROCESSING

Brazilian market for produce limited, but good future is seen in freezing, canning expansion

Interest expressed in import chiefly of a few fruits; but hard core of businessmen considering development of all phases of processing industry want equipment and know-how

By JOHN S. COLLINS

California Packing Corp.
San Francisco, Calif.

As Brazil is among the world's important producers of agricultural commodities, the Mission was not surprised that interest in importation of U.S. food products was limited to just a few items—fresh apples and pears, dried prunes and raisins, and canned peaches and peas.

The volume of the country's food production, however, provides a good basis for development of the processing industry, and much interest was expressed in both equipment and know-how.

Consumption of fresh fruit is high and Brazil's variety of climatic and geographical conditions provides a wide selection to the consumer. Colder climate fruits, such as apples and pears, however, are in demand and some $19.5 million worth of fresh apples and $3.5 million worth of fresh pears are reported to have been absorbed by the Brazilian market in the 1965/66 season. Practically all of this fruit is imported from Argentina and Uruguay.

U.S.-produced fruit, fresh, canned, and dried, is preferred because of superior quality; but the difference in tariff rates—zero on LAFTA fresh products, 38% ad valorem on similar U.S. items—effectively bars our apples and pears from the market. The difference between LAFTA and U.S. canned fruit is even more pronounced: 6% as against 86% total duties and fees.

In spite of this marked disadvantage, two individual importing firms felt that sufficient U.S. fresh fruit could be marketed because of higher quality and availability during the Southern hemisphere's off season to make this market worthwhile for one or two U.S. exporters. They also felt that the quality of U.S. canned peaches and pears would provide demand for a sufficient volume to be of interest to a limited number of U.S. firms.

Despite this country's vast size and population, the potential market is concentrated in the large cities of the Southern states which contain a total population equal to that of Italy. The annual per capita income of this section, which is the heavily industrialized area of Brazil, is reported to be about $450. Sao Paulo, the largest South American city, ranks sixth among the world's cities in size and Rio de Janeiro ranks ninth.

A different picture

While the prospect for exports of U.S. food items is relatively small, a completely different picture develops in considering the potential market for U.S. food processing equipment and know-

how. Recent legislation creating a host of investment incentives—some nationwide, some regional—has generated a great deal of interest leading toward development of the food industry.

As one would expect, there is a certain amount of speculative interest; this, however, eventually will die out as the practical aspects of food production in a developing country become evident. On the other hand, there is a hard core of experienced businessmen, some in food production now, some in other lines, who have well laid plans and who fully appreciate the problems ahead. It is these businessmen who will provide the nucleus for Brazil's future food industry.

Just about every aspect of food processing and distribution is under consideration: spray and freeze drying, freezing and cold storage, canning, dehydration, juice concentration, bottling, candy making, and bread and cake baking. In fact, all the processes now known to the U.S. food industry are under consideration by one or more Brazilian firms to make products similar to those found in the States as well as items unique to tropical areas.

The present state of the Brazilian food processing industry could be characterized as being at the take-off stage. Representatives with whom we talked were all confident of the future of the industry and its market and, without exception, expressed an interest in expanding and modernizing to take advantage of this potential.

Most of the hard core groups mentioned, even those not in need of financial assistance to accomplish their planned expansion, were seeking joint participation by U.S. food processors in order to obtain U.S. know-how. U.S. equipment is preferred, and aggressive U.S. manufacturers should find Brazil a large market for their equipment over the next 10 years or more.

Farming needs modernizing

From all reports, however, the agricultural base for the industry is more in need of modernization and technical assistance than the industrial side. Yields per acre are extremely low by U.S. standard; fertilizers are expensive and little-used; but the overall production from the large amount of land under some form of cultivation is reported sufficient to sustain a much greater processing effort than now exists.

As can be expected, unit costs under these circumstances are relatively high and overall quality is poor. Processors contemplating operations in Brazil would need to include in their plans an extensive field program to raise the level of supplies.

The fishing and fish-processing industry is in similar condition. The basic resource survey work upon which a modern fish industry could be founded has yet to be undertaken.

Fishing industry has potential

The magnitude of this resource delineation can be appreciated when one considers that Brazil has 3,400 miles of sparsely populated coast line extending from the equatorial zone well into the temperate zone—or in terms more familiar to us, a range of marine conditions extending from Southern Ecuador to San Francisco. The fisheries have been exploited to some extent, primarily for crustaceans and coastal fish, and fishermen with whom I talked have a "seat-of-the-pants" knowledge of the resource.

The recent liberalization of fishing regulations permitting activities of foreign firms organized in Brazil and permitting the incorporation of foreign vessels in Brazilian fleets, together with the new investment incentives being offered by the Government, should result in a more intensive fishing effort, thereby generating more knowledge of the extent of the resource—both coastal and, hopefully, oceanic. Brazil's own tremendous need for seafood, as well as other food items, presents opportunities for the U.S. food processors.

Present conditions seem to call for vertically integrated organizations starting with sea and soil through processing and packaging to final distribution.

Both marine and agricultural food production reportedly is plagued by a wholly inadequate storage and distribution system. When catch or harvest is good, wastage is high, resulting in high consumer prices and mere subsistence income for the producer. Brazil's own need to utilize this production now being lost creates opportunities of which the Brazilian businessmen and industrialists are fully aware.

Inflationary economics of the past, coupled with anti-inflationary programs of the last three years, however, have left them short of working capital. It is this lack, together with their need for know-how, that creates opportunities for U.S. processors and manufacturers, not only in Brazil's own internal market but as an export base to the other countries within LAFTA.

the author

John S. Collins is manager of project development for International Operations of the California Packing Corp. (CALPAK), San Francisco.

Collins' recent past experience includes service as Managing Director and Chairman of the Board of Directors for the South African Preserving Co., a Calpak subsidiary in Capetown, South Africa.

In his present position, Collins initiates background research, and develops and analyzes economic, agricultural, marketing, and production data which lead to the establishing and expanding of fruit and vegetable processing facilities, as well as to the introduction of new products.

MISSION MEMBER John Collins (2nd from r.) inspects vegetable section at CEASA, Sao Paulo wholesale market. Import interest was shown in U.S. fresh apples and pears, dried prunes and raisins.

MISSION REPORT: INVESTMENT

Brazilian businessmen propose joint ventures in many industries

Government, too, encourages wider participation; new law provides significant incentives; capital, machinery needed

By WILLIAM H. COLLINS
Intercontinental Associates, Inc.
Essex, Conn.

The renaissance of intense interest in trade with the United States was patently evident in the searching questions by several hundred Brazilian businessmen during the Mission's visit there.

Ranging from the colossi of big business to the relatively small entrepreneur, the questioners touched virtually every segment from industrial to consumer products and a surprisingly large number of services.

Primarily, the interest of the private sector centered in joint venture proposals—indicating immediate concern with capital investment and increased requirements for sophisticated American machinery and equipment. Much of this interest was in the automotive and chemical industries but included major elements in textiles and agriculture.

One of the prime motivations appeared to be absolute confidence in the quality of U.S. products and faith in the continuity of service frequently missing in similar equipment from other world sources. Brazilian businessmen appear acutely aware of the necessity of bridging the gap into a highly competitive industrial climate in which technological processes inherent in U.S. industry and business of the late sixties are needed.

There is an acute awareness that know-how is essential in all commercial enterprises as well as an active determination to incorporate that which has been an accepted part of the American way of life. This, too, was borne out in the frequently expressed interest in potential licensing on the part of Brazilian industry varying from prefabricated housing to machine tools.

The Brazilian Government encourages wider participation in business. A new law provides significant tax incentives for the purchase of company shares by individuals through mutual-fund-type companies. The existing shortage of working capital may well induce many closed corporations to open up their share capital to take advantage of this additional source of funds.

Encouragement by Government

Members of the Mission were impressed with the thorough studies on opportunities presented during the month of interviews, particularly those involving substantial investment. Although marketing research is not yet viewed by the Brazilian business community as an accepted procedure, there appears to be a trend in this direction by both large and small firms; and it will become more important as Brazil's export promotion efforts build up.

Evidence is strong that in this Portuguese speaking country, roughly the size of the United States, management is exploring all avenues which might provide ways and means for increasing efficiency and productivity. Testimony to this effect was found in the hundreds of requests for technical assistance and know-how.

There seemed to be a willingness to make radical departures from the traditional to meet not only ever-increasing domestic market demands, reflecting Brazil's population explosion and consumer needs, but also an intense desire to achieve a stronger position in international trade.

To this end, there were indications that studies were being made, particularly in industries serving the consumer, in an effort to maximize utilization of all manufacturing and production facilities. Several organizations, such as in sporting goods and housewares, are considering adding allied product lines so that one or more additional shifts may be incorporated into their plans for the coming years.

In every section of the country visited, Mission members were impressed by the seriousness of purpose of their Brazilian counterparts and their alertness in wishing to take advantage of a clarifying business climate—largely a result of the incumbent Government's strong position supporting the private sector and efforts to stabilize the money markets.

Impetus has likewise been given to export trade by the Government, and already efforts to ease inhibiting controls which have been deterrents in recent years are emerging. Import restrictions likewise have been liberalized by new tariffs enacted as of this past March. The coming months should reflect the stimulus flowing from this action.

Tight money is still a serious problem and interest rates frequently reaching 4% or more per month have a dampening effect on inward capital expansion. Such conditions pre-condition intense interest in investment from the United States. Frequently commercial risks are inherent in many propositions submitted especially where appropriate "homework" has not been done. However, the combination of strong support by Brazilian Federal and State Governments and a determination of the business community to become a leading factor in

INVESTMENT OPENINGS are available in Brazil in a wide variety of industries, ranging from the largest to the smallest firms. Here, William Collins (left) talks with an interested Brazilian businessman.

Government representation

The Brazilian Government maintains an Embassy at 3007 Whitehaven St. N.W., in Washington, D.C. 20008. Consulates General are located across the United States, at 630 Fifth Ave., New York, N.Y. 10020; 3400 Mont Rose Blvd., Houston, Tex., 77006; 610 Poydras St., New Orleans, La.; 870 Market St., San Francisco, Calif. Consulates are located at 1 N. Charles St., Baltimore, Md.; 535 Boylston St., Boston, Mass.; 919 N. Michigan Ave., Chicago, Ill.; 100 S. Broad St., Philadelphia, Pa. 19110; 6253 Hollywood Blvd., Los Angeles, Calif. 90028; and 532 Ingraham Bldg., Miami, Fla.

The U.S. Government maintains an Embassy in Rio de Janeiro; a branch office in Brasilia; Consulates General in Recife and Sao Paulo; and Consulates in Belem, Belo Horizonte, Curitiba, Porto Alegre, and Salvador.

LAFTA must be borne in mind when they are evaluated.

Substantial incentives are offered by the Government of Brazil for investments in the Northeast of Brazil. These incentives include material assistance in financing new projects, relief from import duties on capital equipment in some cases, and tax exemptions up to 15 years.

In the northeast

As a recent article in *Time* expressed it, "Brazil has reached a middle stage of its development at which the dynamics of modernization can work wonders if the country can only channel its energy to employ them". American businessmen may well ponder this situation and consider the role they must embrace in encouraging this emergence and in sharing the long-range potential which could flow from a more rounded way of life.

Opportunities are rife, though many are speculative. Fundamentally, large-scale development will be dependent on the upgrading of education, communications in the broad sense, and industrial and agricultural modernization. Challenging and possibly rewarding investment possibilities are to be found in these important transitional processes, particularly in electronics and industrial areas. As they emerge in an orderly and rational time-table the natural wealth above and below ground can be properly assessed and utilized, which should help Brazil to achieve a more stable world position.

In many ways, the country is standing on the brink of taking a more important position in the global commercial spectrum. It is impatient, frequently wishing to by-pass the intermediate steps followed by other nations to arrive at a goal in minimum time.

Brazil seeks encouragement from the United States together with literal reliance on our technical know-how and efficiencies of today's electronic age. Selective but wholehearted cooperation, coupled with mutual trust and respect, may build solid ties, economic and social, between these giant nations of the Americas.

the author

William Collins is President of Intercontinental Associates, Inc., of Essex, Conn., a consulting organization specializing in international marketing.

A graduate of Williams College and the Universities of Heidelberg, Germany, and Grenoble, France, Collins has spent 36 years in marketing and communications work with consumer and industrial firms having substantial foreign and domestic operations.

His public service includes that of advisor to the U.S. Delegation, Fifth International Conference in Public Affairs, in Geneva.

Brazilians look for partners to develop forest resources

Opportunities for investment in the development of Brazil's vast hardwood resources should be attractive to U.S. concerns, John Collins has reported.

Brazil's own investment incentive programs together with those available through U.S. agencies such as AID have generated a great deal of interest in finding U.S. partners.

Brazil imports about 30% of its newsprint despite the fact that it contains the largest standing forest in the world.

Though exploitation of this asset is made difficult by virtue of equatorial conditions, the Brazilian businessman is not without the expertise and imagination to cope with these conditions.

Many attractive hardwoods, exotic and unfamiliar in name to the writer and to the U.S. market, should prove to be popular with U.S. interior decorators, furniture manufacturers, boat builders, and hobbyists.

SHOPPERS PROMENADE (right), through a modern Brazilian shopping center in downtown Sao Paulo.

"E" AWARD PRESENTATION was held in the White House Rose Garden. In attendance were (l. to r.): William P. Woods, Washington State International Trade Fair; Stanley C. Moore, Drilco Oil Tools, Inc.; Richard I. Allen, Pacific Pumps, Inc.; Benjamin Fox, Elco Corp.; Secretary of Commerce Designate, Alexander B. Trowbridge; Chester W. Foster, Nordberg Manufacturing Co.; President Lyndon B. Johnson; Kenneth J. McIlraith, Scott Aviation Corp.; C. William Verity, Jr., Armco Steel Corp.; Joseph S. Wright, Zenith Radio Corp.; W. Clarke S. Mays, Jr., Mays Manufacturing Co., Inc., and Dr. William F. Ballhaus, Beckman Instruments, Inc. The President hailed the Kennedy Round as opening "a new era of world commerce."

President gives ten 'E's at White House ceremony

Contributions of export award winners to balance-of-payments praised

"The barriers which fell at Geneva clear the way for great advances in mutual trade. The Kennedy Round will open a new era of world commerce." So said President Lyndon B. Johnson as he presented "E" awards for export excellence at a White House ceremony during World Trade Week.

"We are entering that new era with an excellent record in export expansion."

He then discussed U.S. programs under consideration for the coming year: U.S. trade and industrial exhibitions overseas; new trade centers, trade missions and mobile trade fairs abroad; export financing system—how it can be improved to help sell the products made by U.S. industry and labor; and U.S. industry—how to make it more export minded.

The President told top officials of the award-winning organizations that they are contributing to the country's efforts to reduce its balance of payments deficit.

The "E" awards went to organizations from A to Z: Armco Steel Corp.; Beckman Instruments, Inc.; Drilco Oil Tools, Inc.; Elco Corp.; Mays Manufacturing Co., Inc.; Nordberg Manufacturing Co., Inc.; Pacific Pumps, Inc.; Scott Aviation Corp.; Washington State International Trade Fair; and Zenith Radio Corp.

Background information on the ten "E" winners follows:

● **Armco Steel Corp.** of Middletown, Ohio, has successfully developed markets for its steel and steel products through a worldwide network of sales offices and distributors. Armco has been exporting steel products since 1911. Its first license agreement was negotiated in 1913. Today Armco has some 70 licensing agreements with 35 companies in 12 countries, covering almost all steel products and steel plant operations and involving the licensing for use of Armco patents and transmission of know-how.

The company has developed a broad international advertising program, including multilingual catalogs and technical data bulletins, has scheduled regular sales training classes, and conducted extensive market research.

Despite the general decline in U.S. steel exports, Armco, through aggressive sales efforts, has increased its share of the market. The corporation has also increased export sales of allied products of other manufacturers.

Accepting the award for Armco was president C. William Verity, Jr.

● **Beckman Instruments, Inc.,** of Fullerton, Calif., uses its International Company in Geneva to direct overseas manufacturing and marketing, including dealer and direct-marketing operations in more than 70 countries.

Participation in international trade shows, creation of an international service training program, and development of multilingual sales catalogs, service manuals and dealer kits have contributed to the firm's growth in world markets. Beckman has also modified designs to meet local technical and customer requirements.

In 1962, using U.S. Department of Commerce World Trade Lists and World Trade Directory reports, Beckman established dealer organizations in Central America, South Africa and a number of the emerging nations of Africa.

Late in 1963, an airborne Infrared Caravan introduced Beckman's new infrared spectrophotometers to 10 European countries.

Beckman president Dr. William F. Ballhaus accepted the "E" award in the Rose Garden ceremony.

● **Drilco Oil Tools, Inc.,** a Midland, Texas, maker of well drilling tools, made its first significant export sale in 1958, to Bolivia. In the last 10 years, the company has developed a $5-million-a-year export business.

Drilco has introduced its tools and services abroad through direct sales by its own technical representatives and by locally appointed manufacturers' agents, as well as through judiciously selected licensing arrangements in appropriate markets.

Drilco uses local manufacturers' agents for sales in Australia and East Asia. Technical representatives from the United States make a minimum of two trips yearly each to work with the agents in selling tools and explaining drilling techniques.

In its early efforts, Drilco received guidance from the U.S. Department of Commerce Dallas Field Office in designing a sales program to meet the varied requirements of companies operating in different countries.

The company's technical staff has written manuals, texts and technical papers that have received worldwide distribution. Company officials participated recently in programs of several Commerce Department export trade conferences.

The "E" certificiate was accepted by Stanley C. Moore, company president.

● **Elco Corp.** of Willow Grove, Pa., maker of electronic components, entered international trade in 1961. Since then the company has established production and manufacturing facilities in England, France, West Germany, Denmark and Australia, and is planning manufacturing and assembly facilities in Japan.

In 1962 Elco established a program of engineering seminars to introduce its products internationally. At that time the firm established a separate system for handling international problems and providing prompt service, and added metric dimensions to its drawings.

During the first four years of foreign operations, Elco participated in several international exhibitions through its licensees. A home office official was available at each show for personal inquiries.

Technicians from each licensee spend at least a week each year at the main plant. The company has also made good use of thorough market testing.

Benjamin Fox, president, accepted the "E" at the White House ceremony.

● **The Mays Manufacturing Co., Inc.,** of Warwick, R.I., exports writing instrument clips and precision stamped products to Canada and 14 other foreign countries. Although the company had exported in the past, foreign markets were dropped from the beginning of World War II until 1959.

The industrial growth of Europe and the demand for consumer goods prompted Mays to consider exporting again. Potential customers in the pen and pencil industry were located through business and telephone directories and were developed by personal visits.

Mays has overcome strong competition through emphasis on quality products and meeting specific customer requirements.

Having pioneered its products in the European market, Mays plans to continue to expand its activities in all practicable export markets. To this end, the company has established distribution in Australia, Japan and Taiwan.

W. Clarke S. Mays, Jr., accepted his company's award.

● **Nordberg Manufacturing Co.** of Milwaukee has exported its heavy industrial equipment and turbines for many years, but began a program four years ago to promote and increase exports. Its export department was given divisional status and expenditures for international

President Johnson receives NEEC reports

President Johnson was given copies of the new National Export Expansion Council action reports on *Export Promotion* and *Trade and Investment in Developing Countries*. He complimented John R. Kimberly, chairman of the Action Committee on Export Promotions, and Thomas H. Miner, chairman of the Action Committee on Trade and Investment in Developing Countries, on the brochures, calling them "very helpful and of great value."

NEEC ACTION REPORTS were presented to President Johnson. Below, John R. Kimberly (l.), chairman of Committee on Export Promotions, Secretary of Commerce Designate Alexander B. Trowbridge (c.), and Thomas H. Miner (r.), chairman of Committee on Trade and Investment in Developing Countries.

operations were increased.

By 1966 Nordberg's export dealer organizations numbered 114 dealers in more than 100 countries. Company offices in London and Johannesburg supplement dealer activities. Dealers send key personnel to Milwaukee for special training.

Nordberg also is associated with 21 foreign companies in the production of certain product lines, enabling the firm to penetrate markets that would otherwise be closed.

Nordberg uses international advertising and exhibits in major trade shows.

The company has introduced a new product, utilizing a new crushing principle, into the export market.

The exporting "E" was accepted by president Chester W. Foster.

• **Pacific Pumps, Inc.,** of Huntington Park, Calif., entered exporting in 1928. However, it is in the years since World War II that the company has expanded sales of its heavy machinery and industrial pumps into worldwide markets.

One of Pacific Pumps' top services to its foreign customers is stocking spare parts for quick repairs. In emergencies, parts and servicemen have been dispatched from California for countries half-way around the world within 24 hours of receipt of the request.

Pacific Pumps submits alternate bids on proposals for which foreign specifications are obsolete. By furnishing full technical and engineering explanation of the equipment, the company has gained previously doubtful customers.

In countries where spare parts are not stocked, Pacific Pumps stockpiles raw materials beyond normal expectations for quick fabrication and delivery.

In addition, the company provides a technical training program for overseas distributors and extension of special credit terms when necessary.

President Richard I. Allen accepted the "E" certificate for Pacific Pumps.

• **Scott Aviation Corp.,** of Lancaster, N.Y., established an export division three years ago to promote its aircraft oxygen systems and protective breathing equipment.

Since then, some 50 overseas agencies have been developed. These were chosen after personal visits by Scott's export manager and supported by well-programmed training sessions.

In the past, company advertising has appeared in pertinent U.S. publications having wide foreign distribution. Scott is currently studying new advertising approaches with the assistance of an agency specializing in international advertising and sales promotion.

Despite the high price of its products, Scott has increased export sales of quality equipment in the face of competition in Australia and almost every major country in Europe, South America, and Asia.

Scott's "E" award was accepted by president Kenneth J. McIlraith.

• **Washington State International Trade Fair,** of Seattle, was organized 17 years ago and has grown rapidly each year. It emphasizes the state's strong cultural ties with Japan, and the Northwest's proximity to the Orient.

The Washington Fair has sent exhibits to the Tokyo International Trade Fair in 1965, the Osaka International Trade Fair in 1966, and the 1967 Tokyo Fair. The 35 firms exhibiting in the 1965 fair reported a total of $2 million in written business following their participation.

In 1965 and 1966 a Washington State Trade Mission collected and presented business proposals in Japan for non-exhibiting firms. Nearly 500 trade leads resulted.

The Fair has assisted some 200 Washington State firms in developing and expanding export markets in Japan and Southeast Asia. Washington is the only state that has entered independent exhibit buildings with product displays in Japanese fairs.

Accepting the award on behalf of the Washington Fair was William P. Woods, president of the Washington Natural Gas Co.

• **Zenith Radio Corp.** of Chicago has engaged subsidiaries to assist its export of television picture tubes, special purpose tubes, and wind-driven and engine-driven generators.

Zenith has competed with foreign manufacturers by producing special models of its radios to meet foreign requirements.

The company participates in an average of five or more U.S. exhibits yearly at International Trade Fairs and Trade Centers. In addition, the corporation has cooperated with distributors in local trade fairs and special exhibits.

Zenith has made use of multilingual service manuals and sales literature in promoting exports, and established effective service training programs. The company has also increased exports of its home electronics equipment despite stiff foreign competition.

Zenith president Joseph S. Wright accepted the "E" award.

These awards bring to 793 the number of manufacturers, business firms and export-oriented organizations that have received the "E" since the program was reactivated five years ago as part of the Government's campaign to expand U.S. exports.

The idea of "E" Awards originated in 1906, when the U.S. Navy stimulated competition in the fleet by conferring "E" pennants on ships that excelled in engineering, gunnery and communications.

During World War II the "E" flag was given for attainments in defense production.

President John F. Kennedy revived it in 1962 to dramatize the importance of reducing the U.S. balance-of-payments deficit through expansion of U.S. sales overseas.

Free Trade Zones AMA briefing topic

Richard H. Lake, executive secretary of the U.S. Department of Commerce Foreign Trade Zones Board, and Herbert B. Halberg, commissioner of Marine and Aviation of the City of New York, will be featured speakers at the American Management Association Briefing this month. The session, on "Profitable Use of Free Trade Zones Worldwide," will be held at the Hotel Pierre in New York City June 19-21.

A panel of experienced executives representing leading corporations doing business through the Free Trade Zones will be another feature of the program.

Other speakers will outline various aspects of available facilities and services of Free Trade Zones, such as more rapid service, lower cost, and greater flexibility.

For further information, **write:** John McClane, AMA Press Relations, 135 West 50th St., New York, N.Y. 10020.

Cincinnati exporters to hear of Korea investment picture

Department of Commerce financial policy executive Mark Feer and Lucien Wulsin, president of the D. H. Baldwin Piano Co. of Cincinnati, are scheduled to speak in Cincinnati June 7. Recently returned from an investment mission to Korea, they will address area businessmen on potential export possibilities in that country.

Co-sponsoring the event along with the Commerce Department's Cincinnati Field Office will be the Central Trust Co., the Fifth Third Union Trust Co. and the First National Bank of Cincinnati.

Land-locked Zambia gets Eximbank loan for transport plane

The Export-Import Bank has authorized a $2,273,500 loan to the Government of Zambia to help finance the purchase of a Lockheed L-100 Hercules transport airplane to be used in transporting copper from Ndola to Dar es Salaam. On return flights the plane will bring in petroleum and other products to land-locked Zambia.

Total cost of the plane with spare parts is $3,157,560. The difference between this total and the amount of Eximbank's loan will be covered by cash payments and financing extended by Lockheed Aircraft Corp.

The new loan is Eximbank's third to finance cargo planes for Zambia. In March 1966 some $5 million was lent to Zambian Air Cargoes, Ltd., a private company in Zambia which is also engaged in airlifting goods between Zambia and Tanzania. This loan financed the purchase of two Lockheed Hercules planes. In September of the same year Eximbank extended a $5 million credit to the Government of Zambia, also for two Hercules transports. The five plane fleet will be operated by Zambian Air Cargoes, Ltd., with technical assistance provided by Lockheed Aircraft International.

In December of 1966, Eximbank authorized a $5 million loan to Zambia to assist in financing the purchase of 26 diesel locomotives supplied by General Electric Co. The first of these locomotives was recently delivered in Zambia.

Tariff Commission reports on typewriter-ribbon cloth

The Tariff Commission has advised President Johnson that the restoration of the concession rates of duty on cotton typewriter-ribbon cloth is not likely to jeopardize the economic position of the domestic industry.

Changed conditions in the United States and abroad point to the unlikelihood that imports from Europe will return to their former proportions if the trade-agreement rates are restored.

The Commission's advice was included in its report of an investigation submitted to the President to assist him in determining whether to allow termination of the increase in rates of duty on cotton typewriter-ribbon cloth imposed in 1960 under the escape-clause procedure of the Trade Agreements Extension Act of 1951.

Introductory material to the report and the Commission's statement of its judgment of the probable economic effect of termination of the increase in the rates of duty are available upon request as long as the limited supply lasts from the Secretary, U.S. Tariff Commission, 8th & E Sts. NW., Washington, D.C. 20436.

Licensing offered by AEC on patents

The U.S. Atomic Energy Commission has announced the titles of 51 AEC-owned Canadian patents on which it will grant licenses. The action is pursuant to a Commission policy, announced in January 1961, that foreign patents would be available for licensing under certain circumstances.

While the Commission prefers to grant non-exclusive licenses for periods of from three to five years, it may, in specific instances, grant exclusive or limited licenses for limited periods. The specific terms and conditions of each license will be subject to negotiation; however, all licenses will be subject to the AEC's authority to grant licenses to United States nationals.

Inquiries should be addressed to the U.S. Atomic Energy Commission, Washington, D.C. 20545, Attention: Office of the Assistant General Counsel for Patents. Copies of the patents may be obtained from the Canadian Patent Office, Ottawa, for a service charge. Abstracts may be obtained from the News Service Branch, Division of Public Information, U.S. Atomic Energy Commission, Washington, D.C. 20545.

Certificates of origin

Certificates of origin are now available to U.S. importers on frozen pea pods and raw human hair from Taiwan (Formosa) from the Office of Foreign Assets Control of the U.S. Department of the Treasury. These commodities may be imported into the United States directly, or on a through bill of lading.

Antigua to improve ports with $6 million credit from Eximbank

A new agreement has established a $6 million of credit to finance port improvement of St. John's harbor in Antigua.

Financial assistance to Antigua consists of two loans, both to be administered by the Export-Import Bank. For its own account, Eximbank is lending $1.5 million to finance U.S. dollar costs. The remaining $4.5 million are funds being lent to Antigua to finance the balance of the project costs.

At the present time, St. John's harbor cannot accommodate ships drawing over six feet, resulting in the lightering of both passengers and cargo over two miles to the mainland. Upon completion of the improvement program by early 1969, the harbor channel and turning basin will be 35 feet deep, permitting large vessels to call at the port.

Plans also call for construction of a 1,200-foot wharf, a 40,000 square-foot storage shed, and a 20,000 square-foot passenger terminal and administration building.

Other elements of the program to be financed by the loan agreements include a maintenance shop, hard surface open storage area, access roads, and other facilities.

The Stanley Engineering Co. of Muscatine, Iowa, is acting as the consulting engineer.

Dairy products competitive factors to be investigated

The U.S. Tariff Commission will conduct an investigation of the conditions of competition in the United States between dairy products produced domestically and those in foreign countries.

The Commission will not hold hearings in connection with this investigation but interested parties are urged to submit promptly any written statements they wish to be considered.

Write: Donn N. Bent, Secretary, U.S. Tariff Commission, Washington, D.C. 20230.

World exports of manufactures: U.S. share edged up in 1966

Although our percentage declined in fourth quarter, full-year share rose fractionally because of gains in early quarters

The U.S. share of world exports of manufactures to third markets declined again in the final three months of 1966. The share for the full year, however, rose fractionally to 22.7% because of substantial gains in the first two quarters, as shown in the table on page 25.

The value of U.S. shipments of manufactures reached an all-time high of $19.2 billion in 1966, 11% above the 1965 total. Our competitors almost matched this pace with an increase of 10% to $84.3 billion in deliveries to markets outside the United States.

The improvement in this country's position last year was in part a consequence of the extraordinary expansion in our imports of manufactures, which jumped by 28% to $14.4 billion. The additional goods sent to the United States might otherwise have been available for sale in third countries, in competition with our own exports.

A major factor accounting for the buoyancy of U.S. exports last year was the spurt in shipments to Canada. Stimulated by booming economic conditions there and the Automotive Products Trade Agreement with that country, U.S. deliveries of manufactures climbed by nearly $1 billion, or roughly half of the total advance in the U.S. sales of these goods.

Expansiveness in shipments to Japan and Latin America also contributed to our improved market standing.

Electric machinery and transport equipment sales, each with sizable share gains over 1965, as shown in the table below, were the principal commodities which caused the overall U.S. position to strengthen a little.

In contrast, our share dropped on nonelectric machinery, the largest group of manufactures U.S. exporters sell abroad. Little relative change occurred in chemicals and in other manufactures, though U.S. shipments were considerably higher in value than in 1965.

Gain by seventh

The big improvement in our share of the foreign electric machinery market, where the 1965 decline was reversed, stemmed primarily from a sharp rise in deliveries to Canada, the United Kingdom, and Japan. Exports of these goods expanded by a seventh to a total of $1.9 billion, sparked by strong advances in electron tubes, transistors, semiconductors and parts, and selected instruments.

Among the other five leading industrial nations, the only significant share gain in electric machinery was achieved by Japan.

Despite large increases in sales of computers, engines, heating and cooling equipment, and pumps, the U.S. share in nonelectric machinery slipped for the second year in a row. At 30.1%, our relative position was the poorest registered during the sixties. While exports of these goods went up by a sizable 10% to $5.5 billion, those of Japan and Italy climbed even faster.

Transport items up

Shipments of transport equipment from the United States were boosted to a record $3.7 billion, an eighth larger than in 1965, causing our share to reach the best level in four years. This improvement was attributed principally to greater deliveries of automotive products to Canada and of civilian aircraft to that market as well as to the American Republics, the Near East, and Japan.

In addition to the United States, France and Japan set a quicker sales pace than other sellers of transport equipment.

Chemical exports from this country expanded by 11%, but fell slightly below

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Commodity	U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets[1])
Manufactures, total		
1960	12,592	25.2
1961	12,775	24.0
1962	13,700	24.3
1963	14,294	23.4
1964	16,382	23.5
1965	17,288	22.5
1966	19,152	22.7
Chemicals		
1960	1,774	29.5
1961	1,789	28.2
1962	1,876	27.9
1963	2,009	26.9
1964	2,364	27.1
1965	2,402	24.7
1966	2,676	24.6
Nonelectric machinery		
1960	3,236	32.6
1961	3,591	31.1
1962	3,929	30.9
1963	4,044	30.2
1964	4,654	31.4
1965	5,044	30.9
1966	5,547	30.1
Electric machinery		
1960	1,090	28.3
1961	1,225	27.0
1962	1,362	27.3
1963	1,496	26.8
1964	1,665	26.2
1965	1,661	23.9
1966	1,899	25.1
Transport equipment		
1960	2,666	33.1
1961	2,497	30.3
1962	2,735	31.8
1963	2,703	28.2
1964	3,029	28.2
1965	3,311	27.6
1966	3,715	28.7
Other manufactures		
1960	3,826	17.2
1961	3,673	16.2
1962	3,798	16.3
1963	4,042	16.1
1964	4,670	16.1
1965	4,870	15.4
1966	5,315	15.4

Note: The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures, except mineral fuel products, processed food, fats, oils, firearms of war, and ammunition.

[1] World exports are defined as exports from the 15 major industrial countries. These nations, which accounted for 78% of world exports of manufactures to foreign markets in 1965, are as follows: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States.

Period	U.S. export value (million dollars)	Percent of total world exports of manufactures
1965		
Fourth quarter	4,674	22.3
1966		
First quarter	4,662	23.1
Second quarter	4,902	23.3
Third quarter	4,544	22.6
Fourth quarter	5,044	22.0

our 1965 share of the world market. U.S. deliveries of these products climbed sharply to the American Republics and Japan. They also spurted to developing Asia, largely as a result of AID-financed shipments of fertilizers.

Intensified competition, especially from Germany, and growing U.S.-owned production abroad, however, dampened the rise in direct U.S. sales to Europe, our largest outlet for chemicals.

Spurred by larger sales of scientific instruments, metal manufactures, and paper products, U.S. exports of other manufactures rose at the same rate as shipments of our competitors. Among our leading competitors, only Germany and, to a lesser extent, Italy registered share gains in this group last year.

Foreign share gains

Except for a further setback to the United Kingdom, our five leading competitors experienced no major shifts in overall share of manufactures shipped to destinations other than the United States in 1966. The British export position was down by six-tenths of a point, while gains of about half that amount were recorded by Germany, Japan, and Italy.

An increase in manufactured exports of 12% to a new high of $16.3 billion (excluding sales to this market), enabled Germany to strengthen its position as second major exporter, following the United States. Germany expanded its share of the world market for chemicals, nonelectric machinery, and "other manufactures," registering a decline only in transport equipment.

Japan, Italy on uptrend

Japan's vigorous export performance brought share advances in all major manufactures except for the miscellaneous "other manufactures" group where there was no change. Italy also gained in most types of shipments. That country's share fell behind the previous year only in chemicals and held to its 1965 position in electric machinery.

With a relatively modest increase last year of 4½% in sales of all manufactures to third countries, the British share fell again in every group, as it had in 1965. The overall change in the French position was negligible, despite a sizable improvement in that nation's share of the transport equipment market.

Data on the U.S. share of world exports of manufactured goods are reported quarterly in INTERNATIONAL COMMERCE. *The previous report appeared in the issue of March 6, 1967.*

Information on the fourth quarter and full year 1966 is given above. The article and tables were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

Firms must file Yugoslav takeover claims by July 15; China date not set yet

The Foreign Claims Settlement Commission of the United States advises U.S. firms that the filing period for Yugoslavian claims expires on July 15. The Yugoslav program results from an agreement between the United States and Yugoslavia covering nationalization or other takings of property of American nationals between July 19, 1948, and Nov. 5, 1964.

A similar program for determination of claims which have arisen since Oct. 11, 1949, against the Chinese Communist regime was authorized by Congress pursuant to Public Law 8-978, approved Nov. 6, 1966. The terminal filing date for Chinese claims has not as yet been established. Interested firms and individuals should contact the Commission Office, Washington, D.C. 20579, for information and official claim forms.

The Commission has recently completed the General War Claims Program for property damage abroad during World War II. U.S. firms were awarded in excess of $200 million in that program, which was authorized by Congress on Oct. 22, 1962.

Exports and imports of business machines set records in 1966

Advanced machines made up 80% of U.S. sales; most imports were conventional machines and parts

U.S. foreign trade in business machines in 1966 reached new highs of $558.8 million in exports and $191.3 million in imports.

Exports were up 16.5% over the $479.9 million of 1965. Imports were up 33.2% over the $143.6 million for 1965.

About 80% of the exports were in sophisticated business machines and parts. More than 80% of imports were for conventional business machines and parts.

Electronic computers and parts accounted for 52.8% of the exports for a total of $295.3 million. Chief customers were Canada, France, United Kingdom, West Germany and Japan.

Bookkeeping and accounting machines and parts were second, accounting for 14% of exports, or a total of 78.7% million. Statistical machines used with punch card or tape, including auxiliary machines and parts, made up 12.9% of exports at $72.5 million. The leading markets again were Canada, United Kingdom, France, Germany and Japan.

Typewriters and parts comprised 6% of exports, or a total of $33.8 million. The principal markets were Canada, United Kingdom, Netherlands, West Germany, Japan and Mexico.

Typewriters and parts accounted for 31.1% of U.S. imports of business machines in 1966, for a total of $59.6 million. The leading exporters to the U.S. were West Germany, Netherlands, Italy, United Kingdom and Japan.

Calculating machines were second at 19%, or a total of $36.3 million. Italy Netherlands, and West Germany were the chief suppliers. Adding machines comprised 13.2% of imports, at $25.3 million. Leading suppliers were West Germany, Sweden, Japan, United Kingdom, and France.

Accounting, computing, and other data processing machines accounted for 7.8% of total business machine imports, increasing by more than 250% to $14.9 million. Principal suppliers were France, Italy, United Kingdom, Canada, and Japan.

United States overseas

The export promotion dates on these four pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

★★★ **Tourex 67.** (Tourism Equipment and Services Exhibition) will provide a package of three international exhibitions that, within a period of six months in 1967, will give manufacturers of nine different product lines exposure to the entire European market from Portugal to the Black Sea. Product lines featured are: hotel, restaurant and catering equipment; heating, ventilation, air conditioning, and refrigeration equipment, recreational facilities; contract furniture and furnishings; transportation and travel facilities; business machines; institutional maintenance equipment; and consultant services. **(See next three items for details.)**

Space fully booked — **Food preparation and hotel and restaurant equipment. SPAIN.** Spain's booming tourist industry is creating new sales opportunities. Last year Spain imported more than $26 million of food service equipment and prospects for a continuing high level of dollar sales is expected. Spain's four year development plan calls for an investment of $713 million during 1967 in new hotel construction and expansion of existing facilities to help accommodate the growing tourist trade. U.S. equipment suppliers to the tourist, food service and lodging industries can build sales and profits in one of the fastest growing markets in Europe by participating in the U.S.-sponsored commercial exhibition. **International Samples Fair, Barcelona, Spain. June 1-15.**

Equipment for the food service, lodging and recreational industries. GERMANY. This second TOUREX promotion will give U.S. companies an opportunity to exploit the markets in Western and Central Europe. Germany plans to spend $200 million annually over the next few years to improve on its existing tourist facilities and build many new ones. France, under its fifth modernization plan, will construct 30,000 new hotel and motel rooms and modernize another 600,000 by 1970. Total investments are expected to reach $434 million by then. Italy's National Five Year Plan calls for $2.4 billion to be invested in hotels, spas, and air and sea transportation by 1970. Construction over this period is expected to include 200,000 rooms and related facilities. Austria's tourist industry will invest $120 million in the next three years to build new, and improve existing tourist facilities. Greece is planning an investment of $280 million in its tourism industry during the period 1966-1970. The market promotion campaign will not be restricted to the tourism industry but will be directed into such other areas as hospitals, educational institutions, industrial in-plant feeding facilities and government and military establishments where similar equipment is used. **TOUREX-Munich International Tourism/ Hotel Restaurant Exhibition. Sept. 15-24.**

Equipment for the food service, lodging and recreational industries. YUGOSLAVIA. Yugoslavia has announced plans to spend $80 million, in hard currency alone, for the purchase of equipment to improve old and build new tourist facilities. This first major U.S. commercial exhibition in Yugoslavia will also be promoted in Czechoslovakia, Poland, Rumania, Bulgaria and Hungary. The influx of tourists to these countries is creating a strong demand for new and improved facilities in hotels, motels and recreational facilities. **U.S. Yugoslavia/ TOUREX Exhibition, Belgrade. Sept. 28-Oct. 4.**

Metal finishing and anti-corrosion equipment and supplies. SCANDINAVIA. Sweden and the neighboring Nordic countries are modernizing their industrial facilities. The metal working industry which figures prominently in the Swedish economy, and other related industries are in need of advanced technique for metal finishing and the protection of metals from corrosion. There is an opportunity for U.S. industry to introduce recent innovations and significant developments in this field. **Stockholm Trade Center. June 8-14.**

Space fully booked — **Industrial heat processing equipment. ITALY.** Italy's rapid industrial growth, particularly in the steel, automotive and metal-working sectors, provides excellent market possibilities for advanced and sophisticated U.S. metal heat treating equipment. Heat treating of metals is becoming more and more important in Italy, and the demand for industrial furnaces is expected to increase considerably in the next few years, as Italian manufacturers look for advanced industrial

promotions

heat treating equipment in an effort to cut down on ever-increasing production costs. This exhibit will be the first exclusive showing of industrial furnaces in Italy. **Milan Trade Center. June 13-18.**

Industrial and scientific photographic equipment. UNITED KINGDOM. Large research and development programs in industry and extensive research in the universities have created a substantial market in the United Kingdom for industrial and scientific photographic equipment. Additionally, England is making increasing use of photogrammetry in town planning and traffic studies, opening up additional market opportunities. There are at present 17,000 in-plant photographic departments in the U.K. employing 68,000 people. The average department owns some $4,000 worth of equipment. Sales of photographic equipment and materials to these users totaled $176.4 million in 1965. **London Trade Center. June 13-23.**

Commercial and household air conditioning equipment. THAILAND. Heavy emphasis on new construction, particularly that designed for tourist use, is contributing to the ever-increasing demand for air conditioners. In 1964, Thai imports of air conditioning equipment and parts amounted to about $2 million, an increase of 25% over 1963. U.S. manufacturers have been very successful to date but indications are that other foreign companies are jealously eyeing our major share of the Thai air conditioning market and are about to provide greatly increased competition. Aggressive sales promotion through the medium of this Trade Center exhibition will help offset the rising challenge of non-U.S. manufacturers. **Bangkok Trade Center. June 14-23.**

Space fully booked

Measuring, recording and controlling instruments for the chemical industry. GERMANY. Technical measurement and control instruments, together with equipment for automatic operation of manufacturing facilities, find ever-increasing applications throughout Europe. Demands for improved quality and lower costs continue to outstrip European productive capacity. Unemployment is virtually non-existent. The current economic situation demands that industrial capacity be expanded and increased in all sectors of production. The European manufacturer is actively seeking new materials, improved techniques, more modern machinery and equipment and other devices to increase output so that he may produce at a lower cost per man-hour. This international fair offers the most important opportunity for the American manufacturer of instrumentation to show and sell his products to the largest number of buyers from all parts of the world in the field of chemical engineering. It is the most important scientific event of 1967 in Europe in the field of chemical engineering, and will be held during the European Meeting of Chemical Engineers. **U.S. commercial exhibition. ACHEMA, Frankfurt, Germany. June 21-29.**

Sports and leisure goods. JAPAN. The Japanese are now freely purchasing imported sports and leisure goods and it is quite obvious that the possession of U.S. products has become a status symbol to many. U.S. exports to Japan in this field rose from $4.2 million in 1962 to more than $12 million in 1965. Marketing of high quality, durable, dependable equipment including our latest and most sophisticated products is the key to continued success and within the near future U.S. exports of sports and leisure goods to Japan are expected to reach 20 million dollars. **Tokyo Trade Center. June 26-July 1.**

Packaging and food processing equipment. MEXICO. "Another packaging machinery show, in 1967, would provide an opportunity to display the superiority of U.S. equipment." This recommendation came from one of the 15 packaging exhibitors at last year's U.S. solo industrial exhibition in Mexico City. These exhibitors drew more than their share of the 15,000 registered trade visitors. They discovered that, as one of them put it, the packaging industry in Mexico is "on the verge of tremendous growth." This year the exposure of packaging machinery will be greater and U.S. manufacturers of food processing equipment will also have a chance to benefit from the lucrative market. Mexican purchases of packaging machinery topped $5.5 million in 1965; food processing equipment had $30-32 million in sales in 1966. **U.S. Solo Packaging and Food Processing Equipment. Mexico City. Aug. 1-10.**

Factory modernization equipment. AUSTRALIA. In order to stimulate plant modernization, the Australian Government is allowing an extra 20% tax depreciation the first year for approved facilities, thus permitting a 30% allowance the first year of a 10 year period. Total depreciation amounts to 120%, an indirect subsidy of 20%. Of the approximately 59,000 factories on which Australian economy is vitally dependent for production, repairs, jobbing and subcontracting purposes, the vast majority are operating with old or obsolete equipment, much of it 35-40 years of age. Specific sales opportunities exist for metal working machine tools; industrial heating and foundry equipment; specialized types of valves, pumps, and compressors; rubber and plastic working machinery; automatic welding equipment; and other general engineering equipment and accessories. **Fourth International Engineering Show, Melbourne, Australia. Aug. 7-12.**

Commercial and Household Refrigeration Equipment. THAILAND. Imports comprise 75% of Thailand's growing refrigeration needs. U.S. equipment is held in high esteem, and competing successfully with European and Japanese equipment. Competition for this market, formerly dominated to a high degree by U.S. manufacturers, is increasing. Increased demand, sparked by a building boom in Bangkok, is providing a good opportunity for U.S. manufacturers to increase their share of the market. **Bangkok Trade Center. Aug. 16-24.**

Space fully booked

Office machinery and equipment; special selected Sample Display Products. NEW ZEALAND. American manufacturers of office machinery and equipment will be displaying selected items in the U.S.A. portion of this international trade fair. Also, the sample products of 15 U.S. firms without agency representation will be displayed, in order to locate agents or distributors for them. **Third International Fair, Wellington. Aug. 17-Sept. 2.**

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Week promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-944, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, Manila, and Nairobi, **write:** Sample Displays, BIC-936, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa, Cairo, and Melbourne, **write** to the Commercial Attache at the American Embassies in Addis Ababa and Cairo, and the Consulate General in Melbourne.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-918, Department of Commerce, Washington, D.C. 20230.

Miscellaneous industrial and agricultural machinery and equipment. TURKEY. American firms with Turkish agents who are interested in exhibiting at the Izmir, Turkey Fair should advise their agents to make application at the Commercial Office of the American Consulate General in Istanbul. The U.S. total special allocation in 1966 was $850,000 and it is expected that the 1967 allocation will be at least as much. **Izmir International Trade Fair, Aug. 20-Sept. 20.**

Agricultural Chemicals and Specialties. JAPAN. Lack of arable land, the steady migration of farm labor to cities and towns, and rising food imports have been major factors behind Japan's drive towards more intensive farming. As a result, sharply increasing demand is predicted for multi-purpose pesticides, high-grade complex fertilizers, and efficient agricultural chemical spraying, spreading, and dusting equipment. **Tokyo Trade Center. Aug. 28-Sept. 2.**

Advanced analytical Instruments. GERMANY. Industrial and institutional analytical laboratories in Germany need additional equipment to handle rapidly expanding requirements. At present, U.S. analytical instruments are widely used and are considered excellent. Conditions appear extremely favorable for U.S. analytical instrument companies to introduce new products as well as to increase sales of products already in use. **Frankfurt Trade Center. Sept. 4-8.**

Environmental test equipment. UNITED KINGDOM. The U.K. is more advanced in the use of environmental test equipment than most other European nations, including Germany where U.S. exhibitors met with success last fall at an American Environmental Test Equipment Exhibition at the Frankfurt Trade Center. Based on present activity in the aerospace and other industries, and the scientific research for future programs, much of the "first" generation" of environmental test equipment that has been in use in Britain for the past five to ten years needs to be replaced or supplemented. U.K. entrance into high performance military and civilian aircraft programs has meant that environmental test requirements not used heretofore now must be met. All this adds up to a market that is expected to reach $35 million in the near future, a 40% increase above the present $25 million market. There are sales opportunities for U.S. manufacturers of these products: Sinusodial and random vibration equipment, 1,000 to 30,000 lbs. force; altitude, humidity, and high and low temperature chamber; shock machines and associated instruments; centrifuges, and solar simulation equipment. **London Trade Center, Sept. 13-21.**

Advanced office machines and data processing equipment. SCANDINAVIA. Sweden and its neighboring countries are experiencing an urgent need to modernize their office and administrative operations. Clerical labor, in severe short supply, commands ever increasing wages and fringe benefits. Well aware of this, Scandinavian business is rapidly turning toward advanced office machines and data processing equipment to help alleviate the problem. The situation creates an audience of buyers highly receptive to accepting advanced techniques to cope with the mounting load of administrative, accounting, statistical and other office operations encountered in a highly developed economy. The U.S. has an outstanding reputation for efficient office operation and U.S. suppliers of advanced office machines have excellent prospects in the market. **Stockholm Trade Center. Sept. 21-27.**

Technical and professional photographic products. GERMANY. American non-consumer photographic products are highly regarded in Germany. Increased expenditures are budgeted by both the public and private sectors for applications holding special promise for the U.S. photographic industry including: aerospace, aerial, underwater, and high speed photography; product design, testing, and manufacturing; holography; and motion pictures for television news and features and for the theater, schoolroom and vocational training center. **Frankfurt Trade Center. October 2-6.**

Food processing and packaging machinery, machinery for the chemical, petrochemical and plastics industries, specialized machine tools and metalworking machinery, advanced agricultural machinery, building and construction equipment. CZECHOSLOVAKIA. U.S. Trade Mission. Mission is scheduled for **Oct. 4-25.**

Fluid power systems, components and accessories. JAPAN. The size of the Japanese fluid power market is estimated at $125 million, and U.S. manufacturers sold more than $11 million worth of equipment to the Japanese last year. As one of the leading industrialized countries of the world, Japan offers new and exciting sales opportunities for U.S. fluid power equipment manufacturers. As the Japanese economy continues to boom, recording new achievements in new industries practically every month, her requirements for new and advance-design fluid power equipment will continue to increase. This U.S. Exhibition, part of the largest Japanese trade show devoted to fluid power equipment, is expected to make a major impact on the Japanese industry. A carefully planned promotion campaign throughout Japan will bring to the exhibition most of the important buyers, agents and distributors. **International Hydraulic & Pneumatic Machine Fair, Tokyo. Oct. 6-12.**

Food processing, packaging, metalworking, petrochemical, textile processing and plastics processing equipment. TAIWAN. Direct export sales continue to be the primary objective in this market, but in addition this exhibition will focus on the broad investment opportunities which Taiwan presents for U.S. manufacturers. Licensing agreements, joint-ventures and wholly-owned subsidiary operations are all acceptable and desirable to the Government of the Republic of China. This exhibition will offer interested U.S. manufacturers an opportunity to take a good look at the market in Taiwan from both a sales and investment point of view. **U.S. Industrial Machinery Exhibition, Taipei. Oct. 26-Nov. 4.**

Mining, Construction and Industrial Equipment. PERU. Large investments in mining, ambitious construction programs, growing demands for domestic metal products, and improved technical levels in automotive repair in the West Coast of Latin America have resulted in expanding markets for mining, construction, metalworking, automotive maintenance, and ancillary equipment. Although the United States holds a major share of these markets, American businessmen must continue to promote actively their products to meet increasing competition from Europe and Japan. The "strictly business" Pacific International Trade Fair, one of the outstanding sales events in Latin America, offers an excellent vehicle for this purpose. U.S. Commercial Exhibition. **Fifth Pacific International Trade Fair, Lima. Oct. 27-Nov. 12.**

Chemical Processing Equipment. SCANDINAVIA. The chemical industry in Sweden and the neighboring Scandinavian region is growing rapidly. Investment in new production facilities is at a very high level. Planned expansion of the industry will create a larger market for suppliers of processing equipment. U.S. companies with modern equipment in this field will benefit by exhibiting their products. **Stockholm Trade Center. Oct. 19-25.**

BRITISH CUSTOMERS pause to examine an automatic tube threading machine shown by Ridge Tool Co. at recent show at the London International Engineering and Marine Exhibition, in which 40 U.S. firms participated.

Electronics—USA/68. GERMANY. Germany, one of the fastest growing industrial economies in the world represents a prime market for new products, innovations, and technologies commercially available from the U.S. electronics industry. This exhibition is especially tailored to meet the needs of European buyers of selected brand-new U.S. hardware. It is a good opportunity to test the market place, secure immediate sales acceptance and obtain international distribution for very recently developed electronic components, instruments, controls, equipment, systems, engineering services, and unique applications in the process industries, communications, high energy physics, and medicine. These particular areas are deemed of significant interest to German industry and scientific circles. **Frankfurt Trade Center. Oct. 30-Nov. 3.**

Electronic Production Equipment. UNITED KINGDOM. The large and rapidly expanding British electronics industry is looking toward the U.S. for new and advanced production equipment and fast delivery. Estimated annual output of the British electronics industry exceeded $1.5 billion in 1965, and should reach $2.25 billion by 1970. Conditions appear extremely favorable at this time for U.S. firms to introduce new products as well as to increase sales of products already in use. **London Trade Center. Nov. 8-16.**

Venezuela gives import levy relief to exporters, as trade incentive

New decrees give total or partial lifting of normal import duties on raw materials imported for use in manufacture of export goods

The recent First National Convention of Exporters, sponsored by the Venezuelan Exporters Association, summarized export incentives offered by the Venezuelan Government.

The range of promotional measures includes two recent decrees which provide for reduction or elimination of duties on raw materials destined for use in subsequent exports, a reduction of Customs storage charges for these imports and for subsequent finished exports, and financial and technical assistance offered by the Venezuelan Development Corp. (CVF), the Government's principal industrial and economic promotion agency.

Presidential Decree 803 of Apr. 25 provides total or partial exoneration from normal import duties on raw materials imported for use in the manufacture of export goods. Eligibility for this exoneration is conditioned by these requirements:

The firm concerned must be registered with the Ministry of Development as a producer of export goods;

The exports must meet the official quality standards set for the product concerned;

The producer must declare the proportion of the finished product comprised by the imported raw material;

Within the first ten days of each month, the manufacturer must report to the Ministry the amount of raw materials used and the quantities of the finished goods produced and that exported;

The Ministry of Development is to be informed three days in advance of any exportation planned under the decree.

The finished goods must be exported within 180 days after the importation of the relevant raw material, unless there are valid reasons for an extension of the time limit.

In addition, Ministerial (Treasury) Decree 385 of Apr. 26 provides for a 50% reduction in Customs storage charges for goods exported and for those raw materials imported for use in manufacture of export goods.

The CVF offers a variety of financial assistance to potential exporters including:

Financing up to the total value of raw materials, national or imported, used in exported goods, with eight month repayment terms at an interest rate of 6% per annum;

Purchase of exporters' letters of credit at discount rates of 2% for amounts up to $1,000 and 1% for larger sums, with terms of up to 5 years;

Advances to exporters for funds covering promotional and other costs arising from entry into new international markets, with repayment within one year at 6% interest;

Refinancing of irrevocable letters of credit, financing of the stocking of export items, and advances against anticipated foreign letters of credit. According to CVF information, financial assistance to Venezuelan exporters during the first ten months of 1966 totaled approximately $1.6 million.

CVF technical assistance includes: studies of export possibilities for specific products; advice on financial documentation for exports; assistance in planning overseas market studies; and acting as a channel for foreign inquiries regarding Venezuelan products.

General agreement was reached on the desirability of establishing an official Institute of Foreign Trade, whose primary function would be to coordinate the various Government export promotion activities.

Quebec province requires French labels on foods be given place of emphasis

A Quebec provincial Order-in-Council dated March 15, 1967 which went into effect upon publication in the April 15 Quebec Official Gazette, requires the use of French on the labels of all food products marketed in the province and requires that "inscriptions in another language must not take precedence over those in French".

In addition to not less than equal treatment for French, the Order requires that food labels show:

- The nature, composition, use, exact quantity, origin, and all other particulars of the product;
- The identity of its manufacturer, preparer, conditioner, or processor; and
- Its place of manufacture, preparation, conditioning, or processing.

Imported products must be marked with the name of the country of origin.

The requirement applies to beverages as well as food products with the exception of beer, wine, and spirits.

Copies of the Order are available on a loan basis from European Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Colombia establishes committee for review on foreign exchange

A special committee of the Colombian Government was established on May 2 to review all requests for foreign exchange to remit abroad for payment of royalties, commissions, trademarks, patents and similar obligations as follows:

- All contracts of this nature must be presented to the Technical Branch of the Ministry of Finance (Rama Tecnica del Ministerio de Fomento), in Spanish, and properly authenticated.
- A balance statement as of Dec. 31, 1966;
- An account of royalties, commissions, etc. due for the first quarter of 1967. (This account must be accompanied with an accounting statement proving the debt duly certified by the Chamber of Commerce where the books are registered); and
- An estimate of the expected amount to be paid between April 1 and Dec. 31, 1967.

These changes should be entered on OBR 66-2 *Foreign Trade Regulations of Colombia* and in OBR 66-22, *Establishing a Business in Colombia*—American Embassy, Bogota.

Mission to Brazil brings back 204 joint venture, licensing proposals

Substantial opportunities detailed for U.S. investors run gamut of industries with strong demand for U.S. know-how

The Trade and Investment Mission to Brazil has brought back not only a large number of investment proposals but, as evidenced by the detailed descriptions below, a good proportion of substantial opportunities. The Mission reported 119 proposals from the Sao Paulo area; from Recife—Belo Horizonte, 32; from Porto Alegre, 31; and from Rio de Janeiro 22, —a total of 204.

These opportunities run almost the entire gamut of industrial endeavor—ranging from powdered metal components to plastic cups, from industrial chemicals to tanneries and from high fidelity components to acrylic resins. The demand for U.S. technical know-how is strong, indicating the interest of Brazilian businessmen in keeping their industries fully abreast of the latest technology.

The proposals are listed by Standard Industrial Classification number to permit quick reference to particular industries by firms in those industries.

Companies interested in following up one or more of the proposals are requested to show the Interview Report (IR) number on any correspondence with the Brazilian firm or with the Bureau of International Commerce. This identifying IR number is listed immediately after the address of the Brazilian firm.

0135 Cattle raising

With 40,000 hectares in the state of Para, this firm says it is clearing the land for cattle raising purposes and hopes eventually to graze up to 47,000 head. The firm proposes a joint venture arrangement under which it would allow 35% financial participation by a U.S. investor. Meat packing and logging is also planned.

Write: Companhia de Desenvolvimento Sul do Para, Rua Libero Badara 152 4° and. sala4, Sao Paulo, Brazil. **IR-178SP.**

1051 Bauxite mining

A Rio de Janeiro exporter proposes a joint venture with a U.S. company to exploit a reported 10 million-ton bauxite deposit in which the Brazilian firm claims to have an interest.

Requested of a U.S. firm is an investment of $1 million to be used principally in the purchase of equipment.

It is reported that the bauxite deposit is located about 155 miles from Rio and is accessible from a major highway.

Write: Mineracao Suldemin S.A. and ORDI, Avenida Franklin Roosevelt 23, 12° andar, Rio de Janeiro, Brazil. **IR-68R.**

A long established Sao Paulo paint manufacturer has mining property which it would like to develop through a joint venture arrangement with an experienced U.S. mining concern. The property has never been properly prospected but gives evidence of hematite, limanite, iron oxide and bauxite deposits. Some of these minerals have been used by the firm in its paint business, and it is currently selling some of the bauxite.

Write: Carlos Kuenerz Mineracao Ltda., Rua Lima Barros, 57/59-A, Sao Paulo, Brazil. **IR-137SP.**

1476 Salt processing

This large firm, which is a member of a group of companies engaged in the extraction and processing of salt in northeast Brazil, seeks a joint venture to modernize and expand the operation.

Requested of a U.S. company is about $2.2 million in return for equity in the project. Approximately $1.5 million would be used to purchase two 4,000-ton ocean barges. An additional $750,000 would be utilized to buy salt harvesting and loading equipment.

The Rio firm's saltworks occupy part of a 7-million-square-meter area. Salt is obtained from dry river beds which are fed by sea water during eight months of the year. Salt is produced through solar evaporation of the brine. The company reports it presently removes 50,000 tons of salt a year from the site, but plans to increase this amount to 150,000 through the adoption of modern methods.

Primary function of the Rio de Janeiro firm is to provide engineering, planning and managerial services to the group, which includes a real estate firm, shipping line and a salt extraction and processing company.

Write: EMEFE—Administradores, Engenharia, Comercio S.A., Avenida Beira Mar 406, Conjunto 203, Rio de Janeiro, Brazil. **IR-64R.** WTD.

1621 Dry dock modernization

A firm of consulting engineers proposes a joint venture to modernize an re-equip dry dock facilities in Rio de Janeiro. Estimated cost of the project is $20 million. A U.S. participant is asked to supply equipment, machinery and technical know-how.

Write: Importadora Industrial Comercial, Avenida Rio Branco, 52—13° andar, Rio de Janeiro, Brazil. **IR-59R.**

1781 Water well drilling

Formed in 1965, this firm is engaged in the drilling of water wells for public utilities, industry and residential use; it seeks a joint venture to modernize and expand operations. The Brazilian company is also interested in a project to manufacture submersible pumps, which it says are currently imported from Europe.

Particularly needed from a U.S. partner is capital in order to finance the expansion. The Sao Paulo company maintains 11 complete drilling installations of which 8 are rotary and 3 percussion type. The owners of the firm are both mining engineers.

Write: Engenharia Pamec Ltda. Pocos Artesianos, Rua Beneficiencia Portuguesas, 44 1° conj. 107/8, Sao Paulo, Brazil. **IR-70SP.**

1950 Small arms

A Sao Paulo manufacturer of crushers, conveyor belts and quarry equipment has developed its own designs of machine guns and rifles. It has begun production of these products and seeks a joint venture or technical know-how agreement with a U.S. arms manufacturer.

Established in 1957, the Brazilian company has around 220 employees.

Write: Wilson Marcondes S/A-Ind. Com. Maquinas, Rua General Jardim, 482-1° cj. 12, Sao Paulo, S.P., Brazil. **IR-24SP.** WTD.

2000 Fresh frozen food products

A Porto Alegre producer of salted shrimp and fish and fresh and frozen fish and beef proposes a joint venture with a U.S. firm.

Sought of a U.S. company is capital to be used for the purchase of fishing boats along with technical assistance in return for 49% equity in the enterprise.

Founded in 1917, the Brazilian concern recently was put under new management.

Write: Frigorifico Anselmi, S.A., Ind. de Carnes, Derivados e Conservas, Ave. Joao Pessoa, 1,029, Conj. 24, C. Postal 2487, Porto Alegre, RGS Brazil. **IR-38PA.**

2011 Frozen beef

A Porto Alegre firm engaged in the processing and distribution of frozen beef to the domestic and export markets seeks a licensing agreement with a U.S. company.

Particularly needed from a U.S. licensor is technical assistance. Financial participation is not sought.

The firm raises and slaughters its own cattle. It says it can ship 100 tons of frozen beef every three months.

Write: Cooperativa Castilhense de Carnes e Derivados Ltda., Ave. Joao Pessoa, 1029, Conj. 24, C. Postal 2487, Porto Alegre, RGS Brazil. **IR-40PA.**

2031 Fish canning

A Rio de Janeiro construction company seeks a joint venture with a U.S. fish and food processor to can and freeze fish. Total investment required for the project is approximately $200,000. Reportedly, the company has an interest in a sardine canning enterprise.

Write: Empreiteira de Revestimentos e Alvenaria Lisboeta S.A., Av. Princesa Izabel, 323 Salao 201, Brazil. **IR-4R.**

A joint venture to expand production is proposed by a Sao Paulo fish canner and exporter. Plans also call for integration of plant to permit salvage of oil and meal. Organized in 1958 the firm has 40 employees.

Write: Ind. e Com. de Produtos Alimenticos "Norvik" Ltda., Av. Industrial 178/189, Sto. Andre—E.F.S.J.—Est. de Sao Paulo, Brazil. **IR-151SP.**

2033 Jellies and marmalades
2070 Candy

Located in Porto Alegre, a producer of candy, marmalades, and jellies seeks a joint venture in order to expand its product line.

The firm claims it has 50% of the Rio Grande do Sul market in its line and a good distribution system as far north as Rio. However, sales in the Sao Paulo area have been limited, due to an extremely competitive market and the firm's lack of production capacity.

Established in 1919, the Porto Alegre company has around 140 employees.

Write: Ind. de Conservas "RITTER" Ltda., Caixa Postal 799, Porto Alegre, RGS, Brazil. **IR-45PA.**

2033 Canned goods

To establish export facilities, increase production and diversify its product line, a Sao Paulo manufacturer of canned foods, particularly fruits and vegetables, proposes a joint venture.

The firm was founded in 1955, employs around 700 and has its own can-making plant which supplies about 80 percent of its can requirements.

Write: Cia. Industrial e Mercantil Paoletti, Av. Senador Queiroz, 605—24° andar, Sao Paulo, Brazil. **IR-181SP.** WTD.

2033 Fruit canning

A Sao Paulo exporter of cotton yarn who has some mango plantations is interested in a licensing arrangement, the provision of technical assistance and possibly a joint venture to can this fruit for both Brazilian and foreign markets.

A U.S. firm experienced in the industry is asked to construct and equip a canning facility and provide operating know-how.

Write: EXIMCO—Exportacao, Importacao e Comercio Ltda., Alameda Santos, 1374, Sao Paulo, Brazil. **IR-145SP.**

2036 Fish canning

Located at Cabedelo, this boat builder seeks a joint venture to catch and can tuna for export and shrimp for the domestic market.

The firm has built a number of fishing boats. Two years ago, reportedly, it was associated with a Japanese firm in a tuna fishing operation. It claims to have a new 500-ton-capacity cold storage plant available.

Write: Construcao Naval Nordeste S.A., Praia do Jacare, Cabedelo, State of Paraiba, Brazil. **IR-32RB.**

2036 Fish processing

A joint venture to expand its operations is proposed by a Rio de Janeiro fishing company.

The firm asks a U.S. investor to supply the capital necessary to broaden the operation into an integrated entity to catch, process and distribute fish on both the domestic and export markets. The Brazilian concern would also consider proposals leading to its complete acquisition by a U.S. company.

Currently, the Rio firm says it operates seven fishing boats with a total capacity of 12,100 short tons. It has licenses to catch all the species of fish found in Brazilian waters. The company catches approximately 3,300 tons of white fish per month from April to November but could expand this figure if additional markets were established. If facilities were available for processing and freezing fish for wider distribution, the company claims it could greatly expand its fish catch.

In addition to its fishing operations, the firm owns a net manufacturing plant and boat maintenance facilities.

Write: Guanapesca—Industria e Comercio de Pescado Ltda., Rua do Mercado 35, Rio de Janeiro, Brazil. **IR-53R.**

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

2036 Sea food canning

Located in Sao Paulo, this company engaged in the freezing and canning of sea food seeks a joint venture with a U.S. firm.

The concern operates a facility for processing shrimps, white fish and sardines. It also has two fishing boats. Its plant has a daily freezing capacity of 15 tons. The company employs around 70 persons in the overall operation.

Write: Vila Real Industria e Comercio de Pescado Ltda., Praca Sao Vito, 75, Sao Paulo, Brazil. **IR-42SP.** WTD.

2037 Orange concentrate

A long established orange concentrate processor proposes a joint venture in order to expand operations. Sought of a U.S. firm is an undetermined financial investment.

The firm has around 350 employees. Its principal market is Europe.

Write: Citricola Bianco Ltda., Cx. Postal 1445, Sao Paulo, Brazil. **IR-94SP.**

2041 Corn products

A producer of corn products seeks a joint venture to expand production. Requested of a U.S. participant is additional machinery costing between $5,000 and $10,000.

Write: Industria Comercio Moagem Ltda., Av. Santa Terezinha 2535, Matozinhos, Minas Gerais, Brazil. **IR-3RB.**

2044 Rice processing

Established in 1951, this producer of parboiled rice seeks a joint venture with a U.S. company.

The Porto Alegre firm reportedly has about 50 employees.

Write: Integral Arroz S/A, Ind. e Com. do Arroz, Almirante Tamandare, 197, Porto Alegre, RGS. **IR-1PA.** WTD.

2061 Sugar mill
2211 Textile mill

A large area devoted principally to sugar cane and having on it a sugar mill equipped to produce alcohol and sugar is offered to a U.S. investor for outright acquisition by a Brazilian firm.

The property is located in the State of Sao Paulo about 285 kilometers from Sao Paulo.

A textile mill—about 88 kilometers from Sao Paulo—is also offered for sale by the firm. The mill has a built-up area of over 100,000 sq. ft. and is in active production.

Write: Storani S.A., Rua Barao de Jundiai 128, Jundiai, State of Sao Paulo, Brazil. **IR-272SP.**

2082 Beer

A joint venture or license to establish a plant for producing beer is sought by a well established Recife soft drink bottler.

The firm would contribute its marketing and distribution organization, label, management and land to the project. It has no knowlelge of beer manufacturing and would need technical assistance. The company claims good water is available.

Write: Fratelli Vita, Largo da Soledade 1132, Recife, State of Pernambuco, Brazil. **IR-41b-RB.**

2086 Soft drinks

Located in Belem, this soft drink bottler seeks a joint venture and license to expand facilities in order to distribute throughout the Amazon area.

The company is prepared to invest in the enterprise and accept a U.S. resident manager. Additional equipment and working capital are needed.

Write: Produtos Vigor Ltda., Rua Gaspar Viana 1069, Belem, State of Para, Brazil. **IR-46RB.**

A Recife bottler of soft drinks seeks a joint venture or licensing agreement with a U.S. soft drink manufacturer who is not represented in Brazil.

The firm has its own distribution system, plus marketing and management experience. Its label is reportedly well known in Northeast Brazil. The firm needs working capital.

The Recife company bottles tonic water, guarana, soda water, as well as apple, lemon, orange and ginger ale flavored carbonated beverages. It has a plant at Recife and one

at Salvador, which also makes the firm's bottles.

Sales are between 80,000 and 90,000 bottles a year and the firm estimates it could distribute around 140,000 bottles under an agreement with a U.S. firm by the end of the third year. The Recife concern has around 700 employees.

Write: Fratelli Vita, Largo da Soledade 1132, Recife, State of Pernambuco, Brazil. **IR-41a-RB.**

2090 Food preparations

A joint venture in the production of spray-dry soluble coffee, soya mills and high protein diet supplements is proposed by a Sao Paulo processor of food products.

The Brazilian company extracts vegetable oils and cattle feed from peanuts and soya beans.

Write: Industrias J.B. Duarte S/A, rua Patriotas, 1382, Sao Paulo, Brazil. **IR-55SP.** WTD.

A joint venture to expand operations is sought by a processor of vegetable oils. The Brazilian firm would also consider proposals leading to complete acquisition by a U.S. firm.

Write: Industrias de Oleos S.A., C. Postal 389, Fortaleza, Caara, Recife, Brazil. **IR-27RB.**

2092 Soybean oil products

A Porto Alegre firm, engaged in soybean oil extraction, proposes a joint venture to expand and diversify its facilities to produce such derivatives as margarine, proteins, and cattle and poultry feeds. A venture arrangement on a 50-50 basis is preferred by the Brazilian company.

The capacity of the firm's plant (said to represent a $1.5 million investment) is 130 tons of soybean seeds per day. Soybean oil is distributed on both the domestic and European markets.

Write: Ind. e Com. Brasileira S.A. INCOBRAS, Travessa Bernardo Truda, 40, 4° and., Porto Alegre, RGS, Brazil. **IR-28PA.**

2093 Vegetable oils

Located in Sao Paulo, a major manufacturer of vegetable oils and soaps is interested in a joint venture to expand and modernize its plants. Sought of a U.S. company is an undisclosed capital investment in return for equity.

In addition to the manufacture of consumer products, the Brazilian firm exports vegetable oil in bulk and meal for cattle feed. Its export capacity of meal, primarily to European markets, is 3,000 tons per month. The firm also plans to export castor oil for use in pharmaceutical preparations.

Founded in 1932, the Sao Paulo company has around 1000 employees.

Write: Industrias J.B. Duarte S.A., Rua dos Patriotas, 1382, (Caixa Postal 2005) Sao Paulo, Brazil. **IR-227a-SP.**

2094 Animal fats

A Sao Paulo processor of animal and vegetable fats from industrial residues seeks to expand operations through a joint venture with a U.S. company.

In return for a 50% interest in the enterprise a U.S. participant is asked to supply $125,000 to be used as working capital. The Brazilian company would contribute an equal amount.

The Sao Paulo concern was established in 1964 and is said to be the only business of its type in Brazil.

Write: Hans Keunecke Cia. Ltda., Av. Ipiranga, 1100 4° andar conj. 45, Sao Paulo, S. of SP, Brazil. **IR-11SP.**

2095 Instant coffee

A joint venture to establish a plant to produce soluble coffee for export is sought by a manufacturer of vegetable oils. Asked of a U.S. firm, which would receive distribution rights for the U.S. market, is financial participation.

According to the Sao Paulo company, 40% of the necessary equipment would be purchased in the U.S. and the balance obtained in Brazil.

Write: Industrias J.B. Duarte S.A., Rua dos Patriotas, 1382, (Caixa Postal 2005) Sao Paulo, Brazil. **IR-227bSP.**

A joint venture to manufacture instant coffee is sought by a Rio de Janeiro export-import firm.

Cost of establishing the proposed enterprise is estimated at $150,000. The Brazilian firm would provide between 15% and 20% of the required capital. It asks a U.S. concern to furnish the balance of the necessary capital as well as technical assistance.

According to the Brazilian company, several factors favor the establishment of the facility including availability of the raw material, low tax on instant coffee exports and the interest of the Brazilian Government in the development of the instant coffee industry.

Write: Socita-Sociedade Intercontinental Imp. e Exp. Ltda, Rua da Quitanda, 20—Sala 602, Rio de Janeiro, Brazil. **IR-41R.** WTD.

Formed in 1959, this Belo Horizonte producer of soluble coffee and coffee products proposes a joint venture for expansion purposes. Annual capacity of a new plant is set at 200,000 bags, around 9.5 million lb. of coffee beans.

Write: Cia. Industrial Cafe do Brasil, Socafe, Rua Curitiba 656, s/81, Belo Horizonte, Minas Gerais. **IR-19RB.** WTD.

A Sao Paulo instant coffee company employing the freeze-dry process proposes a joint venture to substantially increase production from around 10 tons a month to 100 tons a month. An investment of around $1 million is estimated, 40% of which is needed for imported machinery and equipment, the balance for domestic equipment and other expenses.

Write: Liobras S.A., Produtos Liofilizados Brasileiros, Rua Frea Caneca 205, Sao Paulo, Brazil. **IR-189SP.**

2210 Cotton cloth

Founded in 1888, this textile company proposes a joint venture to combine polyester with cotton for weaving cloth. The firm manufactures cotton cloth for underwear, and it seeks investment by a U.S. participant in the form of capital or machinery and equipment. The Brazilian concern, reportedly, employs around 950 people.

Write: Cia. Alagoana Fiacao e Tecidos, Rua de Comercio 324, Maceio-Alagoas; C. Postal 15, Brazil. **IR-10RB**

2211 Textiles

Established in 1940 and reportedly now having over 200 employees, this firm operates a textile mill with a capacity of 12,000 lb. of knit goods a day. It seeks a joint venture and is willing to grant a majority interest to a U.S. investor. An offer to acquire complete control would be considered.

Write: Malharia e Tinturaria Triunfo S.A., Rua Labatut 505, Sao Paulo, Brazil. **IR-134SP.** WTD.

2253 Outerwear

A joint venture to expand operations is

THIS AUTOMOTIVE BOLT AND WIRE ROPE MAKER in Sao Paulo wants to improve its bolt making process. See SIC No. 3452, IR-36 SP on page 39 for further details and mailing information.

sought by a Sao Paulo manufacturer of sweaters and sportswear.

Requested of a U.S. firm is capital, machinery and technical know-how.

The firm produces its own yarn and operates a modern 4,165 sq. yd. facility. It has about 30 employees.

Write: TRICOT-STAR—Industria de Malhas, Rua Mendes Junior 605, Sao Paulo, Brazil. **IR-255SP.**

A manufacturer of a complete line of outergarments for men, women, and children seeks a joint venture with a U.S. company to expand its chain of profitable retail stores.

The Caxias do Sul firm's market encompasses nearly all of Brazil. Its products are sold through distributors and its own stores. It has ten outlets in Porto Alegre, Caxias do Sul and Pelotos. Founded in 1926, the company has over 1,000 employees. Reportedly, its trade-marked products have achieved wide acceptance due to quality and advertising.

Write: Tecidos e Artefatos Kalil Sehbe S.A., Rua Marechal Floriano, 889, C. Postal 75, Caxias do Sul, RGS, Brazil. **IR36PA.**

2280 Yarn spinning

Founded in 1899, this manufacturer of worsted yarns, wool fabrics and mixed synthetics seeks a joint venture with a U.S. textile company.

Particularly sought of a U.S. firm is a financial contribution to be used as working capital.

The Brazilian firm operates a 23,000-square-yard-plant in the greater Sao Paulo area. Facilities include spinning and weaving mills, plus finishing and other operations. The firm employs around 225.

Write: Lanificio F. Kowarick S.A., Rua Visconde de Taunay 216, Santa Andre, Sao Paulo, Brazil. **IR-226SP.**

2281 Cotton cordage

A Rio de Janeiro manufacturer of cotton cordage would consider proposals for complete acquisition by a U.S. company.

Established in 1950, the firm has 200 employees and maintains three retail outlets. Annual sales are reported to be $1 million.

Write: Cia. de Com. e Ind. Freitas Soares, Rua da Alfandega, 133, Rio de Janeiro, Brazil. **IR-72R.**

2284 Cotton thread

Established in 1934 and reporting 150 on the current payroll, this Sao Paulo manufacturer of cotton thread proposes a joint venture by stages. First, it would like an arrangement whereby it could export its products to a U.S. textile firm and after a reasonable period make available a substantial equity interest on a joint venture basis.

The firm is reputed to be Brazil's second largest thread manufacturer and currently could supply around $40,000 wholesale value of thread a month.

Write: Fabrica de Fios e Linha Marte S/A, Rua Almirante Brasil 389, Sao Paulo, Brazil. **IR-162SP.**

2386 Leather garments

A designer and manufacturer of leather clothing in Porto Alegre seeks a joint venture with a U.S. firm.

Requested of a U.S. participant is an undisclosed capital investment, plus leather working machinery in return for 49% equity in the enterprise.

Currently, the concern produces about 100 pieces of leather clothing per month, using five leather working machines. It has around 8 employees.

Write: G. Rosier, Rua Copacabana, 611, C. Postal 2644, Porto Alegre, RGS, Brazil. **IR-30PA.**

2410 Lumber exploration

This Brazilian firm produces diesel motors and foundry equipment and seeks a joint venture for the exploration of a timber stand located about 100 miles from Sao Paulo.

A U.S. firm is offered 60% interest in the venture in return for a $20,000 investment. The area is said to contain rosewood and other hard woods used for making furniture.

Write: R.J. Nohr Ltda, Estrada do Clube de Campo 385, Caixa Postal 12.776, Rio Bonito, Sao Paulo, Brazil. **IR-246SP.**

2426 Parquet flooring

A manufacturer of parquet flooring seeks to expand operations through a joint venture or license with a U.S. firm.

The Brazilian company is also interested in obtaining woodworking machinery.

Write: Com. e Ind. Madeiras Vontobel Ltda, Girua, RGS, Brazil. **IR-54PA.**

2432 Veneer plant

A Brazilian plywood firm founded in 1943 and with a 600-employee plant in Parana, proposes a joint venture to establish a hardwood veneer mill in North-eastern Brazil.

The firm estimates a total investment of around $4 million would produce an annual volume of around $4.8 million. It would be willing to include its present facilities, in which it claims to have invested $1.5 million, in the venture.

Write: Industrias Wagner S/A, Rua do Gasometro, 115, Sao Paulo, Brazil. **IR-179SP.**

2432 Plywood, veneers

To substantially expand production, a Sao Paulo manufacturer of plywood, veneers and lumber proposes some form of joint venture arrangement with a U.S. firm experienced in the industry. The firm now has 30 employees and was organized in early 1966.

Write: Madeiras Kennedy—Ind. Com. Exp. Imp. Ltda., Rua Frei Antonio Guadalupe, 60, Sao Paulo, Brazil. **IR-164SP.** WTD.

2433 Prefabricated housing

A license to make prefabricated concrete housing is sought by a Recife firm of contractors. Established in 1958, the firm employs 250.

Write: Ausonia S.A.-Industria Comercial Construtora, Praca Vidal de Negreiros 63, 4° and. Recife, State of Pernambuco, Brazil. **IR-7RB.**

Established in 1943, this manufacturer of wood and extruded aluminum furniture seeks a joint venture to make wooden prefabricated housing.

The U.S. investor is asked to contribute an undisclosed amount of capital along with technical know-how and assistance in return for up to a 49% equity in the venture. The U.S. partner would be expected to participate actively in the business.

Write: Metalurgica S.J.—S.A., Rua Dr. Jose Paolone 129-183, Sao Paulo, Brazil. **IR-193SP.**

A Sao Paulo importer and wholesaler of automotive parts proposes a joint venture arrangement to erect prefabricated housing in selected high density population areas.

Write: Mercantil Maua S/A, Rua Maua, 942, Sao Paulo, Brazil. **IR-128SP.** WTD.

2500 Furniture

A joint venture to expand into the production of fine furniture for homes and offices is sought by a Porto Alegre manufacturer of cabinets for use with phonographs, television sets and radios.

The firm employs approximately 130 persons. It was established in 1955.

Write: Fab. de Art. de Madeira Artema Ltda., Vol. da Patria, 3705, Porto Alegre, RGS, Brazil. **IR-57PA.**

2510 Furniture

A joint venture to expand into the manufacture of office furniture is sought by a well established furniture producer. Requested of a U.S. participant is technical know-how, assistance in selecting modern U.S. wood-working machinery, and possibly capital. The Brazilian firm was established in 1927 and has about 165 employees. The concern's president plans to visit the U.S. in August and would be glad to discuss any proposals made in response to this announcement.

Write: Casa Hollanda S.A., Rua da Aurora 1255, Recife, Pernambuco, Brazil. Attention: Mr. Sebastiao de Hollanda. **IR-38 RB**

2512 Wooden furniture

Specializing in the manufacture of high quality contemporary wooden household furniture, this Brazilian firm offers licensing rights on a patented furniture combination which includes a table and four to six chairs which can be stored in a compact decorator cabinet.

The firm owns the industrial design for the combination which was reportedly awarded first prize at the 1967 Sao Paulo Home Furnishing Show.

Write: Moveis Lafer Ltda., Rua Lavapes 6 e 22, Sao Paulo, Brazil. **IR-166SP.**

2621 Paper mills

A Belem paper company, currently producing cellulose which is made into wrapping paper, seeks to expand operations thru a joint venture with a U.S. firm.

Part of the plan involves a project to harvest aninga, which reportedly grows only in the Amazon, to make onionskin paper. The Brazilian company claims processing of aninga produces the finest onionskin. A floating cellulose mill would be established to process the material which would be transported to the Belem plant for manufacture into paper.

Cost of the floating mill is estimated at $1 million. Cost of additional equipment at the main plant is estimated at another million. The Brazilian firm offers its present plant and equipment valued at $1.2 million as its part in the proposed venture.

Write: Fabrica de Celulose e Papel da Amazonia S.A. (FACEPA) Rua O de Almeida 348, Belem, Brazil. **IR-40RB.**

2661 Wallboard

A sugar producers' organization reported to be processing 4 million tons of sugar cane a year is interested in some form of technical assistance arrangement with an experienced U.S. manufacturer to make wallboard from bagasse. It is estimated that the organi-

zation produces around 40,000 tons of bagasse a year.

Write: Sugar Association of the State of Alagoas, Sa Albuquerque, Jaragua, Maceio, State of Alagoas, Brazil. **IR-2RB.**

2721 Magazine publishing

A Sao Paulo printing company, which claims to publish the only technical magazine of the food industry in South America, seeks a joint venture with a U.S. firm publishing technical food periodicals.

Established in 1964, the Sao Paulo firm has about 20 employees. It also prints labels.

Write: Sografe Ltda. A. B. Alimentos e Bebidas, Rua Frei Caneca, 205, SP 3, Sao Paulo, Brazil. **IR-5SP.**

2800 Chemicals and pharmaceuticals

This firm manufactures chemicals and pharmaceuticals. It is interested in contracting U.S. firms who export to Brazil but would like to have their products manufactured under license in the country.

Founded in 1939, the company has about 100 employees.

Write: INBRA S.A., Avenida Ipiranga, 103, 3 andar, Sao Paulo, Brazil. **IR-206SP.**

2800 Chemicals

A license to manufacture additional lines of chemical specialities is sought by this Sao Paulo chemical specialty producer. The firm was founded in 1958 and has 140 employees.

Write: Poliquima Industria e Comercio S.A., Rua Campos Salles 750, Santo Amaro, Sao Paulo, Brazil. **IR-207SP.** WTD.

2810 Industrial chemicals

A Sao Paulo manufacturer of glycerol phosphate seeks a license to produce aluminum and magnesium hydroxide and magnesium carbonate USP grade. It also wants to make tannic acid. According to the firm, necessary raw materials are available in Brazil.

In addition, the Sao Paulo company is interested in a joint venture to produce FDC colors. A U.S. firm is requested to provide capital.

Write: Liu Quimica Ltda., Rua dos Franceses 120, Sao Paulo, Brazil. **IR-95SP.** WTD.

2816 Titanium dioxide

Reportedly Sao Paulo's only titanium dioxide producer and one of the area's oldest paint manufacturers, this firm proposes a joint venture with a U.S. company experienced in the industry. Asked of a U.S. partner is financial participation along with technical know-how to upgrade present production of titanium dioxide and to increase capacity.

Current production is 7 tons of anatase a day, whereas total market is estimated at 20,000 tons a year by 1970. The firm is also interested in producting rutile as well as anatase.

Established in 1924, the company has 230 employees.

Write: Companhia Quimica Industrial "CIL", Rua Cajuru 552, Sao Paulo, Brazil. **IR-117SP.**

2818 Organic industrial chemicals (n.e.s.)

A Rio de Janeiro manufacturer of naphthalene seeks a joint venture with a U.S. firm.

The Brazilian company operates a plant near Rio and a gas works in Sao Paulo. Production capacity is between 30-60 tons of naphthalene a month. Facilities include a small chemical laboratory, a reactor for the production of varnish, a refinery column for the distillation of alcohol and 6 storage tanks with a capacity of 20,000 liters each.

Write: Incomex S.A.—Produtos Quimicos, Av. Rio Branco 50, 17° and., Rio de Janeiro, Brazil. **IR-70R.**

A Recife firm manufacturing fertilizer seeks a license to produce acetic acid. Established in 1946, the company employs 230 and has an excellent business reputation.

Write: Empresa de Produtos Quimicos & Fertilizantes S.A., Cais de Santa Rita 284, Recife, State of Pernambuco, Brazil. **IR-22RB.**

Majority interest and possibly complete acquisition of the business is offered to a U.S. investor by the owner of a Sao Paulo firm which manufactures synthetic flavors, fragrances and vegetable extracts. The company was founded in 1910 by the owner's father and is claimed to operate profitably, exporting to Israel, Peru and Japan. The present owner is currently interested in the real estate and construction business and will furnish the flavoring company's balance sheet on request.

Write: Produtos Nardi Ltda., Rua Vitor Hugo, 148, Caixa Postal 2656, Sao Paulo, Brazil. **IR-168SP.**

2819 Inorganic industrial chemicals

A joint venture to expand operations is sought by a small chemical firm engaged in the production of purified phosphate salts for the pharmaceutical industry and vitamin premixes for feed.

The Brazilian company is prepared to grant either a minority or majority interest to U.S. firm in return for financial participation.

Write: Fenil Quimica S/A, Rua Santa Tereza, 28—12° andar, Sao Paulo, Brazil. **IR-49SP.** WTD.

2821 Plastic materials and synthetic resins

A license to make artificial marble with a polyester resin base is sought by a Recife manufacturer of sodium silicate.

Write: Pernambuco Quimica S.A., C. Postal 814, Recife, State of Pernambuco, Brazil. **IR-17RB.**

A manufacturer of acrylic leather finishes seeks a license to produce acrylic emulsion resins for paints and acrylic resins for injection molding and automotive finishes. A U.S. licensor is requested to supply technical assistance.

Established in 1949, the Porto Alegre company employs 25 people.

Write: Industrias Quimicas Star Ltda., Sertorio, 1091, Porto Alegre, RGS, Brazil. **IR-23PA.**

A Rio de Janeiro manufacturer of synthetic resins for the paint industry seeks a joint venture with a U.S. company in the synthetic resins or paint field. The Brazilian company is also willing to dispose of its majority interest in the firm.

Established in 1953, the company operates two facilities and has approximately 20 employees. It produces synthetic resins for the printing ink, paint, varnish and adhesive industries. The company currently manufactures resins under a licensing agreement with a Dutch firm.

Write: Cirena—Cia. Resinas Naturais, Rua de Lapa 180, Sale 702/705, Rio de Janeiro, Brazil. **IR-56R** WTD.

Established in 1956 this Recife producer of cashew-nut shell liquid seeks a licensing arrangement to make synthetic resins for use in printing inks from cashew-nut shell liquid and formaldehyde. The firm has 20 tons a month of the liquid available from its own production and says it can obtain an additional 100 tons a month by purchase on the local market.

Write: Industrias Alimenticias Maguary, S/A, Rua Vigario Tonorio 185, Recife, State of Pernambuco, Brazil. **IR-18RB.**

A Sao Paulo company engaged in the processing of sisal and jute fibers proposes some type of collaborative arrangement with a U.S. producer of polypropelene and similar plastic fibers.

Initially, the Brazilian concern seeks to import these synthetic materials for spinning in their mill. Later, when the market justifies such a step, the two firms would explore the possibility of a joint venture. In return for capital, machinery and know-how the U.S. company would be offered equity in the Brazilian enterprise.

Write: Industrias Fibrasil de Sao Paulo S/A, Rua Francisco Marengo, 1571, Sao Paulo, Brazil. **IR-26SP** WTD.

A Sao Paulo manufacturer of plastic luggage, brief cases, handbags, plastic zippers, spot equipment and umbrellas is interested in a joint venture and licensing arrangements.

Of particular interest is fiberglass molded luggage and automatic equipment for the fabrication of its line of plastic products.

The firm was established in 1956.

Write: SARTY S.A., Industria e Comercio, Rua Joao Fernandes 44, Sao Paulo, Brazil. **IR-211SP.**

A joint venture is proposed by a Sao Paulo firm making plastic containers, folders, files and advertising tags. Majority control is offered to a U.S. investor and offers for outright purchase of the business would receive consideration.

Write: APEX—Plasticos Artisticos Ltda., Rua Herculano de Freitas 468, Santo Amaro, Sao Paulo, Brazil. **IR-209SP.**

2833 Drugs

A Sao Paulo businessman is interested in obtaining a license or some form of collaboration with a pharmaceutical laboratory to extract drugs from the bark of Ipe Roxo. According to the Brazilian businessman, this is a natural drug known for many years in Bahia and North-East Brazil. Purpose of the proposal is to study the potential of the bark.

Write: "Metas" Melhoramentos de Taboao da Serra, Ltda., Largo do Taboao, 141-151-Taboao da Serra, Sao Paulo, C. Postal 970, Brazil. **IR-142SP.**

2834 Pharmaceuticals

Licensing arrangement to manufacture U.S. pharmaceuticals and intermediates are sought by a Sao Paulo manufacturer of pharmaceutical intermediates. The type of license requested should cover not only Brazil but all Latin America.

The Sao Paulo firm was established in 1964 and has 32 employees.

Write: Inquibras—S.A. Industria Quimica, Rua Joaquim Tavora 550, Sao Paulo, Brazil. **IR-203SP.**

Established in 1939, this Rio manufacturer of pharmaceutical specialties seeks a joint

THIS SAO PAULO MANUFACTURER of compressors for air conditioning and refrigeration equipment wants to double its plant's size through a joint venture with a U.S. firm. See SIC No. 3585, p. 41.

venture to produce vitamin "C" preparations. Requested of a U.S. company in return for equity is 50% of the necessary capital and technical assistance.

The Brazilian firm has about 30 employees.

Write: Laboratorio Medical, Rua Paulo Barreto 40, Botafogo, Rio de Janeiro, Brazil. **IR-62R.**

A joint venture to expand and diversify its present line is proposed by a Sao Paulo pharmaceutical manufacturer.

Established in 1925 and currently employing 25, the firm specializes in homeopathic and bio-organic products.

Write: Farmacia e Laboratorio, Homeoterapico S/A, Praca Joao Mendes, 140-142, Caixa Postal 4466, Sao Paulo, Brazil. **IR-141SP.**

Established in 1943, a Sao Paulo manufacturer of ethical pharmaceutical products seeks a license to produce additional items in this field.

The Brazilian firm has 126 employees and is currently producing pharmaceuticals under a licensing arrangement with a U.S. firm.

Write: Laboratorio Yatropan S/A, rua 13 de Maio, 1177, Sao Paulo, Brazil. **IR-21SP.** WTD.

The Government of the Brazilian State of Para is interested in obtaining licenses to produce a full line of veterinary pharmaceuticals, there being no such production in the entire state. Proposals from U.S. licensors would be referred by the State Government to appropriate private firms.

Write: Government of the State of Para, Belem, State of Para, Brazil. **IR-19a-RB.**

2840 Chemicals

The Sao Paulo manufacturer of auxiliary products for leather, tackle, paints and detergents proposes a joint venture with a U.S. chemical producer to establish a chemical plant in Brazil.

Establishished in 1941, the Sao Paulo firm is reputed to have around 300 employees.

Write: Brasitex—Polimer S.A., Praca Dom Jose Gaspar 134, 10 andar, Sao Paulo, Brazil. **IR-199SP.**

2843 Surface active agents

Located in Sao Paulo, a manufacturer of detergents seeks a joint venture to produce surface active preparations.

Write: Dibra S/A, Rua Libero Badaro, 158-14°, Sao Paulo, Brazil. **IR-51SP.**

2851 Paints

A Porto Alegre paint manufacturer proposes a joint venture with an experienced U.S. company. Asked of a U.S. firm is approximately $100,000 for the modernization of the operation, plus technical assistance.

The Brazilian firm, founded in 1930, operates a 3,217 sq. yd. facility and has approximately 50 employees. Plant capacity is reportedly 720 metric tons per 8 hour working day.

Write: Industria de Tintas Loucalin S.A., Rua 18 de Novembro, 443, C. Postal 931, Porto Alegre, RGS, Brazil. **IR-4PA.** WTD.

This Sao Paulo paint manufacturer is interested in a joint venture and would give favorable consideration to offers for outright purchase of the business. Involved are three plants, two in Sao Paulo and one in Rio de Janeiro.

The firm was established in 1904 and currently employs 300. Shortage of working capital is the firm's chief problem.

Write: Usina Sao Cristovao Tintas S/A, Rua Lima Barros, 57, Sao Paulo, Brazil. **IR-139SP.**

2861 Tanning extracts

A large producer of mimosa wattle tanning extract seeks a joint venture to make furfurol. The Brazilian company contemplates capacity of 10 tons of furfurol daily.

Write: TANAC S.A., R. Leonardo Truda, 40, 13 andar, Porto Alegre, RGS, Brazil. **IR-25PA.**

2871 Fertilizer

The Government of the State of Para is interested in a licensing or technical assistance arrangement to produce fertilizer. Proposals of potential licensors would be referred to appropriate private interests by the State Government.

Write: Government of the State of Para, Belem, State of Para, Brazil. **IR-19b-RB.**

A license to manufacture single super phosphate fertilizer is sought by a fertilizer producer.

Currently, the Brazilian firm manufactures about 30,000 tons of mixed fertilizers a year from imported ingredients. It was established in 1959 and employs approximately 100 people.

Write: Algodeira Lagense, S.A., Rua Barao de Jaragua, 47, Jaragua, Maceio, State of Alagoas, Brazil. **IR-1RB.**

2891 Adhesives

Licenses to produce adhesive tapes, newly developed cellophane adhesives for the packaging industry, and plastic sealers used in the automotive trade are sought by a Sao Paulo adhesive manufacturer. A U.S. licensor is asked to provide technical know-how.

Interested U.S. firms are asked to supply samples of their adhesive products for testing under Brazilian conditions.

Write: Fixan S/A Adhesivos, Rua Manoel Trito, 1641-Santo Amaro-Sao Paulo, State of Sao Paulo, Brazil. **IR-10SP.**

2899 Chemical compounds

Established in 1966, a Rio de Janeiro manufacturer of chemical specialties seeks licenses to produce sealing agents, metal working lubricants, buffing compounds and chemicals for use in paper mills. The Brazilian company presently produces industrial cleaning compounds and solvents, detergents and pine oil.

The firm operates a plant on a 1,400 sq. yd. site on the outskirts of Rio. It has approximately 15 employees, plus 13 traveling salesmen. Sales offices are maintained in Sao Paulo, Rio de Janeiro and Recife. The firm plans to cover all of Brazil in the future. Reportedly the owner of the company and his wife are experienced chemical engineers.

Write: Almon Quimica Ltda., Estrada Velha da Pavuna 506, Rio de Janeiro, Brazil. **IR-67R.** WTD.

2911 Naphtha

A joint venture to establish a petrochemical facility in Rio de Janeiro is proposed by this petroleum refining company.

The Brazilian firm claims it has substantial land adjacent to its refinery for the construction of a plant to utilize the naptha removed during its refining operation. It is claimed by the company that its petroleum refinery has a daily capacity of 13,000 barrels.

Write: Refinaria Petroleos Manguinhos

S.A., Av. Brasil 3285, Rio de Janeiro, GB, Brazil. **IR-75R.**

2992 Petroleum jelly

The Bahia State Planning Commission is interested in some form of licensing a technical know-how arrangement with an experienced U.S. firm to make petroleum jelly from crude oil. Both pharmaceutical and industrial grades of jelly are invloved. The Planning Commission is prepared to refer serious proposals from U.S. firms to interested private groups.

Write: CPE—Fundacao Comissao de Planejamento Economico da Bahia, Praca da Inglaterra 6, 8° andar, Edificio BIG, Salvador, Bahia, Brazil. **IR-4RB.**

3000 Rubber products

Located in southern Brazil, a leading manufacturer of rubber products for automotive and industrial uses seeks to expand operations through a joint venture with a U.S. firm. The project would be set up on a 50-50 basis to include capital investment, technical assistance and licensing agreements. Capital and technical assistance are particularly needed to improve existing facilities and meet domestic competition. The U.S. partner would participate in management.

Currently, the Brazilian company produces rubber battery separators, V belts, hoses, rubber mats and bicycle tubes. It claims to be the only firm in Latin America producing micro-porous rubber battery separators. Plans call for adding such lines as battery cases, bicycle tires, conveyor belts and rubber shoes. The firm claims it has captured a major portion of the domestic market with several of its products.

Reportedly, the Brazilian concern is capably operated and utilizes modern production and management techniques. It has approximately 450 employees.

Write: Borbonite S/A, Rua Dr. Hillebrand, 595, Sao Leopoldo, RGS, Brazil. **IR-7PA.** WTD.

3031 Rubber seals and parts

A Sao Paulo firm founded in 1941 and reportedly employing 300 offers the entire business to a U.S. investor for $6 million. The firm extrudes, presses, and laminates a variety of rubber and plastic products, claims to have no liabilities and a modern plant completed in 1966. Equipment is also claimed to be new.

Write: Fabrica de Artefatos de Borracha Cruzeiro S.A., Rua Gaspar Fernandes 468, Sao Paulo, Brazil. **IR-195SP.**

3069 Rubber parts

Founded in 1913, a major manufacturer of rubber parts for the automotive, chemical and petroleum industry seeks a joint venture with a U.S. firm.

The Brazilian company states current demand exceeds present production facilities and it plans to expand operation. It particularly needs to obtain new production techniques and automated equipment. Asked of a U.S. concern is capital, machinery and equipment, plus technical know-how. The Sao Paulo firm has approximately 330 employees.

Write: Sociedade Industrial de Borracha Elastica S.A., Rua Abilio Soares 1201, Sao Paulo, Brazil. **IR-224SP** WTD.

3079 Plastic products
3460 Metal products

This Brazilian subsidiary of a major Swedish firm engaged in the production of bicycles and plastic pleasure craft seeks license to make related metal products including chromed parts or plastic products and fiberglass.

The Sao Paulo company states it has 50% of the Brazilian bicycle market and produces between 120,000 and 240,000 units annually. It distributes its products through branch offices and 2500 dealers.

Established in 1949, the company has over 800 employees.

Write: Bicicletas MONARK S.A., Rua Abernassia 808, Caixa Postal 6527, Sao Paulo, Brazil. **IR-233SP.**

3079 Plastic products

Located in Sao Leopoldo a manufacturer of shoes of PVC seeks a joint venture to produce expanded PVC sheet.

Established in 1961, the Brazilian concern has some 200 employees.

Write: ARPLAC S.A., R. Dom Joao Becker, 379, Sao Leopoldo, RGS, Brazil. **IR-16PA.**

A license or joint venture arrangement to manufacture synthetic sausage and salami casings is sought by a recently established Porto Alegre slaughter house.

The Brazilian firm claims the annual potential for these casings is between $300,000 and $400,000 per year.

Write Frigorifico Vacarinense S.A., Rua dos Andradas, 1727, Porto Alegre, RGS, Brazil. **IR-46PA.**

Majority control of this Sao Paulo firm extruding plastic pipe, tubes and shapes for industry is offered to a U.S. investor. Complete acquisition can be obtained for $275,000. The widow of the previous owner is not anxious to retain the business and the manager is nearing retirement.

The company is reported to be operating profitably with well established accounts in industry. All raw materials, such as PVC are purchased locally. Production in 1966 was 370,000 kg.

The firm claims to have representation in all Brazilian states. Founded in 1939, the company has 70 employees.

Write: Rodolfo Milchner Tuboplastic SA., Rua Vitoria dos Anjos 451, Campinas, Estados de Sao Paulo, Brazil. **IR-208SP.**

A manufacturer of plastic laminates for architectural and decorative use, industrial plastic products and waterproof and rustproof coatings seeks a joint venture or license to make products in this field after test marketing on an exchange basis. The Brazilian firm is also interested in receiving technological information in related areas.

Established in 1954, the Rio company has approximately 750 employees.

Write: Cia. Quimica Industrial de Laminados Fomiplac, Av. Rio Branco, 57, 4° andar, Rio de Janeiro G.B., Brazil. **IR-16R.** WTD.

With an estimated net worth of around $1 million, this injection molding and extrusion firm is interested in a joint venture for expansion and purchase of additional equipment purposes. The firm produces plastic components for such concerns as Ford, Willys, Telefunken and Volkswagen.

The firm was founded in 1959 and has approximately 420 employees.

Write: Inter Plastic S/A Industria e Comercio, Rua Francois Coty 169, P.O. Box 12849, Sao Paulo, Brazil. **IR-177SP.**

Manufacturing plastic containers for industrial and consumer use, this Sao Paulo firm is interested in a joint venture for expansion purposes. Sought of a U.S. company is financial participation in the form of machinery and equipment, along with technical know-how.

The firm was founded in 1961 and has 90 employees.

Write: TOMCE—Industria e Comercio de Plasticos Ltda., Alameda Olga 246, Sao Paulo, Brazil. **IR-202SP.**

Injection molding of plastics is the business of this Sao Paulo company. It proposes a joint venture with a U.S. firm experienced in the industry in order to add additional products to its line. The company is currently molding polypropylene, polyethylene and polystyrene.

Established in 1962, the company is reported to have about 50 employees.

Write: Tampbras S/A Ind. Bras. de Tampas, Rua 25 de Janeiro, 314, Sao Paulo, Brazil. **IR-119SP.**

A group of industrialists seeks a joint venture to establish a facility in Sao Paulo to operate in the metalized plastics field. Plans call for producing such plastic products for home use as plates, ash-tray and serving trays by injection molding. The articles would be silver and nickel plated and distributed through retail outlets in major Brazilian cities.

Initial cost of the project is estimated at $75,000. Asked of a U.S. firm is part of the necessary capital and technical know-how in the form of newly developed manufacturing processes and techniques. According to the Brazilian group it has conducted market research on the proposed project, and believes its products could successfully compete with those produced from silver and other metals.

Write: VS Industria de Artefatos de Metais S/A, Rua Valentim Magalhaes, 401, Sao Paulo, Brazil. **IR-46SP.**

3100 Leather products

Established in 1949, a Sao Paulo manufacturer of leather products seeks a joint venture with a U.S. firm.

Asked of a U.S. company is an undisclosed capital investment for the improvement of existing facilities. The Brazilian concern has about 250 employees.

Write: Industria de Couro Atlantica S/A, Rua da Alfandega, 64, Sao Paulo, Brazil. **IR-14SP.**

3111 Tanneries

A leather tanning and finish enterprise seeks a joint venture with a U.S. company in some type of operation to utilize about 6,000 tons of leather scraps.

The Brazilian firm states it has received a proposal from a non-U.S. foreign source to produce a compressed leather shoe, but is interested in obtaining suggestions and proposals from U.S. companies.

Established in 1940, the Brazilian company has some 250 employees.

Write: Cortume Vacchi S.A., BR-116, Esteio, Rio Grande do Sul, Brazil. **IR-33PA.**

A Porto Alegre company engaged in the tanning and processing of pig skins and cow hides seeks a license or joint venture agreement with a U.S. firm.

Asked of a U.S. company is machinery for pasting and coating of leathers as well as the corresponding technical know-how. The Brazilian firm would also consider the purchase of know-how alone.

Founded in 1926, the Porto Alegre concern has about 200 employees.

Write: R. Affonse Augustin S/A, Ernesto Alves, 27, Porto Alegre, RGS, Brazil. **IR-5PA.**

A joint venture to modernize and expand operations is sought by a leather tanning enterprise.

Asked of a U.S. firm is approximately $500,000. The Brazilian concern claims 1966 gross sales were approximately $1.5 million, the business also being valued around that figure.

Write: Costume Braganca, C. Postal 888, Salvador, Bahia, Brazil. **IR-15RB.**

3200 Glass making

This company, member of a diversified industrial complex, is interested in a joint venture to increase and modernize its glass manufacturing facilities.

Sought of a U.S. partner is an undisclosed amount of financial participation in the form of machinery and equipment along with technical know-how.

Write: Nadir Figueiredo S.A., Ave. Morvan Dias de Figueiredo 3535, Sao Paulo, Brazil. **IR-196SP.**

3251 Brick and ceramic production

A major Brazilian brick refractory supplying the iron and steel industry seeks a joint venture with a U.S. firm. The facility, reportedly, is suitable for expansion or adaptation to a new operation. Adequate facilities and ample land is available.

Established in 1951, the Sao Paulo company has some 100 employees.

Write: Argilas e Minerios Industriais AREMINA S.A., Rua Barao de Jaguara, 1024, Caixa Postal 6454, Sao Paulo, Brazil. **IR-229SP.**

Established in 1963, a manufacturer of tiles and bricks seeks a joint venture with a U.S. producer of ceramic products. The Brazilian concern has approximately 80 employees.

Write: Ceramica Martins Ribeiro S.A., Av. Sanhaua 440, Joao Pessoa, State of Paraiba, Brazil. **IR-5RB.**

3253 Tiles

Established in 1955, a manufacturer of decorative and floor tiles seeks a joint venture with a U.S. firm.

The Brazilian company employs approximately 30 persons.

Write: Lauro G. Noguerira, Rua Cons. Lourenco de Abluquerque 33, Maceio, State of Alagoas, Brazil. **IR-34RB.**

3264 Electrical insulators

This Rio de Janeiro manufacturer of porcelain electrical insulators seeks to expand production through a joint venture with a U.S. firm.

A U.S. company is asked to provide $500,000 plus technical assistance in return for equity in the project. The Brazilian firm was founded in 1907 and claims to have approximately 450 employees.

The company states it has made a complete study of its proposed expansion, which is available to U.S. firms upon request.

Write: Companhia Ceramica Brasileira, Rua Visconde de Niteroi 132, Rio de Janeiro, Brazil. **IR-52R.**

Founded in 1927, and with 180 employees, this Sao Paulo company manufactures insulators for high tension power transmission lines and proposes a joint venture to permit needed expansion. Technical know-how is also asked.

An investment of around $300,000 is asked. The expansion contemplated would lift current annual sales from around $1 million to $2 million, according to the firm. Brazil is reported as expanding its electrification program.

Write: Tecnoceramica, Av. Ipiranga, 313-10° andar, Rua Julio Colaco, 521, Sao Paulo, Brazil. **IR-140SP.**

3312 Pig iron

A joint venture to expand operations is sought by a producer of steel, pig iron and rolled products. The Brazilian company would also consider proposals for complete acquisition by a U.S. firm.

Requested of a U.S. participant in return for equity is an investment of $3.5 million to be used for the purchase of additional furnaces and replacement of obsolete equipment. According to the Brazilian concern, the proposed expansion would enable it to increase present sales of $2 million to $8 million annually.

The Brazilian company was established in 1953 and employs about 360.

Write: Laminacao de Ferro S.A.—Lafersa, Av. 4, Cidade Industrial de Contagem, Minas Gerais, Brazil. **IR-14RB.** WTD.

3313 Non-ferrous metals

This long established Sao Paulo producer of such metals as ferrotungsten, nickel and chrome is interested in obtaining licensing rights to manufacture rare non-ferrous metals. It prefers to pay royalties on any processes it may be granted.

Write: Prometal Produtos Metalurgicos S/A. Rua Florencio de Abreu, 157, Sao Paulo, Brazil. **IR-136SP.**

3315 Steel wire drawing

Engaged in the manufacture of reinforced steel for concrete, welded wire fabric reinforcement and industrial containers, this Sao Paulo firm seeks to expand its activities through a joint venture.

The Brazilian company is particularly interested in obtaining technical know-how in order to take advantage of its existing facilities and marketing organization. Its 135,000 sq. ft. plant has a modern machine shop and wire drawing department. The firm employs approximately 300 persons. Its products are distributed by branch offices in Rio de Janeiro and Brasilia, plus distributors and agents in other major cities.

Write: Eletrodos Torsima S/A, Av. Ipiranga 104, 18° andar, Sao Paulo, Brazil. **IR-256a-SP.** WTD.

3315 Steel wire
3357 Copper cable

To double capacity of its copper cable and steel wire plant this Sao Paulo firm offers a majority interest to a U.S. investor. Proposals from U.S. firms for complete acquisition of the business would receive consideration, as would those for a minority interest.

A feasibility study on steel wire and cable is now under preparation and is scheduled for completion in three months. At that time the firm would be interested in U.S. licenses for special types of wire and cable. Established in 1926, the firm has 750 employees.

Write: Fabrica Piel Ltda., Rua Guaicurus 225, Sao Paulo, Brazil. **IR-190SP.**

3323 Alloyed metals

A Sao Paulo producer of machine tools seeks a license for alloying steel and aluminum. The product termed aluminized steel is to be machined on automatic lathes for use in the automotive industry.

The firm is also willing to represent U.S. manufacturers of machinery for cold-forming steel profiles from round stock and shot peening equipment for continuous peening of automotive spring.

Write: Twedberg Kleppe S.A., Rue do Seminario 155, 4 andar, Sao Paulo, Brazil. **IR-200SP.**

3339 Tin alloys

A Sao Paulo company specializing in the manufacture of tin alloys seeks a joint venture to utilize its full production capacity.

Requested of a U.S. firm is an undisclosed capital investment.

Formed in 1961, the Brazilian company supplies the automotive electronic and construction industries.

Write: Tre-Sol Eletro Metalurgica Ltda., Rua Dr. Ribeiro de Almeida 224, Sao Paulo, Brazil. **IR-73SP.** WTD.

3351 Non-ferrous tubing

A Sao Paulo firm, established in 1950, which produces such non-ferrous products as more than 800 varieties of tubing shaped elements for the automotive and construction industries proposes a joint venture. The company is willing to grant majority control to a U.S. investor and would consider complete disposal of its interests.

Write: Formetal S/A Ind. e Com., Rua da Alegria, 238, Sao Paulo, Brazil. **IR-120SP.**

3360 Die castings

A Rio manufacturer of die castings for automobiles, buses, motors and office machines seeks a joint venture or license to produce die castings not presently available in Brazil. The firm would also consider leasing the die castings from a U.S. concern.

The Brazilian company was established in 1946 and operates a foundry in an industrial area outside Rio. It has 108 employees and reportedly supplies die castings to a number of leading Brazilian industrial firms. In addition, the Rio concern represents a U.S. manufacturer of gasoline engines as a sales agency.

Write: Metal Molde Carioca Ltda., Av. Rio Branco 135, S/213—2° Andar, Rio de Janeiro, Brazil. **IR-1R.** WTD.

3399 Powdered metals

A joint venture or licensing arrangement is sought by a Sao Paulo metal fittings manufacturer to expand current production of automobile and home appliance components made from powdered metals either alone or with teflon. Approximately $300,000 is required from a U.S. joint venture partner to meet the contemplated expansion.

Write: Mancal S/A-Industria e Comercio de Metais em Po, Av. Mofarrej, 1104-V. Leopoldina, Sao Paulo, Brazil. **IR-111SP.**

3411 Metal containers

A Sao Paulo coffee producer proposes some form of joint venture arrangement involving financial participation and technical know-how to set up a system under which coffee would be roasted in Brazil and shipped abroad in sealed metal containers. The bulk containers would be packed with the roasted beans under vacuum and flushed with nitrogen.

Write: Julio Queiroz Filho-Exportadora e Importadora, Rua Alvares Penteado, 139—

7° andar, Sao Paulo, Brazil. **IR-171SP.**

3420 Hand tool accessories

A manufacturer of auger bits for hand and power tools seeks a licensing arrangement with a U.S. firm.

The Brazilian company was established in 1961 and has approximately 20 employees.

Write: Metalurgica Carlos Barbosa, Rua Mauricio Cardoso em Carlos Barbosa, RGS, Brazil. **IR-52PA.**

3421 Cutlery

Established in 1917, this manufacturer and wholesaler of cutlery and agricultural implements seeks a joint venture and license arrangement to expand and modernize production.

The Brazilian company, which produces a broad line of knives, has approximately 300 employees.

Write: Tramontina S.A., Carlos Barbosa, RGS, Brazil. **IR-58PA.**

3423 Hand tools

A license to produce quality hand tools is sought by a Porto Alegre manufacturer of harnesses, spurs, household articles, kitchen utensils and hand tools. The Brazilian firm was founded in 1871 and has approximately 100 employees. It plans to expand hand tool production, which currently accounts for about 20% of total sales.

The firm says it plans to build a new plant on an 8,300-square-yard site about 37 miles from Porto Alegre, but has delayed construction pending completion of a satisfactory licensing arrangement. The owner of the concern is prepared to visit the U.S. to discuss agreements with interested U.S. firms.

Write: Biehl S.A. Metalurgica, Av. 20 de Setembro, 1326 a 1354, C. Postal, 12, Sapiranga, RGS. **IR-37PA.** WTD.

3432 Water faucets and valves

Now closed for lack of working capital, the management of this firm specializing in the manufacture of water faucets and valves offers a majority interest to a U.S. firm in the industry. It would also consider complete acquisition by the U.S. company. Also needed is technical assistance. Sales volume is claimed to approach $400,000 annually. The company was established in 1920 and employment was around 80 when the plant was operating.

Write: Industria Metalurgica "CRE", Rua Paulo Orozimbo, 35, Sao Paulo, Brazil. **IR-172SP.**

3444 Metal and plastic roofing

This Sao Paulo roofing manufacturer specializes in structural refractable roofing systems made of metal and plastic. It is willing to license its patented process to U.S. firms. The system is particularly adaptable to industrial, commercial, domestic and exhibit hall uses. Composed of simple, modular elements which can be manually or remotely controlled with minimal effort, the roofing system can be used on both small and large areas.

Write: Zeta-Flex-Sveibil Industrial S/A, Rua Timbiras, 259 (Santo Amaro) C. Postal 12800, Sao Paulo, Brazil. **IR-115SP.** WTD.

3452 Steel bolts

A manufacturer of automotive bolts, wire rope and bead wire for tires seeks licenses to produce additional steel products. The Sao Paulo firm is particularly interested in obtaining an improved process for manufacturing specialty bolts for the automotive industry. It would construct a plant if necessary. Established in 1948, the Brazilian company has about 800 employees and is manufacturing under a licensing agreement with a U.S. concern.

Write: CIMAF—Companhia Industrial e Mercantil de Artefatos de Ferro, Av. dos Autonomistas 10250, Osasco, Sao Paulo, Brazil. **IR-232SP.**

A Sao Paulo manufacturer of special bolts and fasteners for industry seeks to expand production through a joint venture with a U.S. company in the same field. The U.S. firm would provide financial participation of around $60,000 in the form of capital and possibly modern used machinery. Established in 1957, the firm manufactures made-to-order bolts for the railroad, road building, electric and automotive industries. In addition, the company makes special forgings and milled fasteners. Total production is approximately 1.5 million units per year.

The firm is reported to occupy rented premises in an industrialized area. It has around 35 employees and plant equipment includes presses, drills, lathes and other bolt making machines. The firm plans to establish a testing laboratory at a later date. There are reportedly several manufacturers of bolts, nuts and allied products in Brazil, but increasing industrial growth has created a high demand for special bolts.

Write: Daserra S.A. Industria e Comercio, Rua Behring 84, Sao Paulo, Brazil. **IR-109 SP.**

Established in 1951, a medium sized manufacturer of bolts, nuts and screws seeks a joint venture in order to expand its production and distribution facilities. A U.S. firm is asked to furnish machinery, equipment and technical know-how in return for up to 50% equity in the enterprise. The Sao Paulo company has approximately 240 employees.

Write: Fibam Companhia Industrial, Av. Alvaro Ramos 375 Cx. Postal 6165, Sao Paulo, Brazil. **IR-97SP.** WTD.

'X' AT LOWER LEFT marks the headquarters of Kalil Sehbe, S.A., a Caxias do Sul outerwear manufacturer that wants a joint venture to expand its chain of retail stores. See SIC No. 2253 on p. 34.

3491 Shipping containers

A Porto Alegre fabricator of metal products for slaughterhouses and freezing plants seeks a licensing agreement with a U.S. firm. The Brazilian company is interested in making containers for freezing food, which can be transported by trains and then transferred to trucks. The Brazilian company was established in 1942 and employs about 110 persons.

Write: Antonio Vogg & Cia. Ltda., Industria Metalurgica, Rua Ernesto Fontoura, 1355, Porto Alegre, RGS, Brazil. **IR-18PA.**

Organized in 1952 and currently reported to have 200 on the payroll, this firm is interested in a license or joint venture arrangement to make wire mesh containers for materials handling and shipping purposes. The firm is now making steel reinforcing bars and steel shipping containers.

Write: Aco Torsima S/A, Av. Ipiranga, 104, 17° and., Sao Paulo, Brazil. **IR-126SP.** WTD.

3494 Valves and pipe fittings

A license to manufacture thermostatic valves from ½" to 3" and expansion joints from ¾" to 2" is sought by a producer of steam traps. The Sao Paulo company is also interested in importing larger size expansion joints up to 48". The company was established in 1956 and has about 60 employees.

Reportedly, it has a joint venture arrangement with a U.S. company.

Write: Ind. Com. Sarco Sulamericana Ltda., Av. dos Emissarios, 535, Sao Paulo, Brazil. **IR-25SP.** WTD.

A Sao Paulo manufacturer of boiler accessories seeks an arrangement whereby it could initially import and later manufacture fluid controls under license. The company was established in 1949 and has approximately 110 employees.

Write: R. S. Hall Ltda., Rua Margarida, 369, Sao Paulo, Brazil. **IR-23SP.** WTD.

3522 Agricultural machinery

A joint venture to provide needed working capital for expansion is sought by a Sao Paulo manufacturer of 34 h.p. farm tractors. The firm was set up in 1963 and currently employs about 130. Around $450,000 has been invested in the business and to achieve desired market penetration an additional investment of $370,000 is desired. Potential volume of business is estimated at $500,000 a year.

Write: Brasitalia Tratores S.A., Estrada Sapopemba 600, Km. 41, Ribeirao Pires, Sao Paulo, Brazil. **IR-213SP.**

A Porto Alegre agricultural machinery manufacturer seeks a joint venture with an experienced U.S. firm. The U.S. participant is offered the opportunity to manage the operation and consideration would be given at a later date to proposals for complete acquisition by the U.S. partner.

Write: Agrauto S.A. Ind. e Com., Rua Quintino Bocaiuva, 167, Porto Alegre, RGS, Brazil. **IR-48PA.** WTD.

3535 Ore conveyer systems

Currently under formation, a Belo Horizonte firm seeks a joint venture with an experienced U.S. company to construct a 13-kilometer conveyer designed to transport iron ore from source to producer. Estimated total investment is around $2 million. The equipment involved is to be designed for a capacity of one million tons a year. Location of the system is the State of Minas Gerais.

Write: Rubens A. de Miranda e Silva, Rua Carijos 141, Sala 401, Belo Horizonte, Minas Gerais, Brazil. **IR-31RB.**

3540 Machine tubes

A Sao Paulo manufacturer of small drilling machines and tube benders seeks a joint venture with a U.S. firm in the same field. The Brazilian company is also interested in representing a U.S. producer of tube-benders and other small machine tools.

Write: Industrias Mecanica Marinaro, Ltda., Rua Guarehy 143, ZP 13, C. Postal 8,325, Sao Paulo, State of S.P., Brazil. **IR-261SP.**

3540 Industrial saws

Founded in 1962, this manufacturer of industrial knives and saws seeks a joint venture and licensing agreement with a U.S. firm. The Sao Paulo firm wants capital in order to expand its production facilities and a license to produce machinery in the industrial saw field.

Write: PROVESA—Industria e Comercio de Ferramentas Ltda., Rua Orfanato 1174, Vila Prudente, Sao Paulo, Brazil. **IR-253SP.**

3542 Machine tools

A licensing arrangement to expand its line of machine tools is sought by a Sao Paulo primary producer of highest quality machine tools. The firm is reported to be currently exporting some of its production to the United Kingdom and other countries but wants to expand its line in Brazil. Founded in 1950, the company has 2000 employees.

Write: Vigorelli do Brasil S/A, Maquinas de Costura, Rua Marques de Itu, 70, Sao Paulo, Brazil. **IR-174SP.** WTD.

3545 Cutting tools

Established in 1951, a Sao Paulo manufacturer of high quality cutting tools seeks a licensing agreement with a U.S. firm. The Brazilian company is particularly interested in obtaining technical know-how and newly developed production techniques. The concern employs about 350 persons and distributes its tools on both the domestic and export market.

Write: Industria e Comercio Twill S.A., Av. Presidente Altino 4504, Caixa Postal 4504, Sao Paulo, Brazil. **IR-244SP.** WTD.

3548 Twist drills

A Sao Paulo twist drill manufacturer seeks to substantially expand his operation thru a joint venture with a U.S. company in the same field. The U.S. partner would be asked to provide an undisclosed capital investment. The Brazilian company was established in 1953 and employs about 150 persons.

Write: Fabrica Paulista de Brocas e Ferramentas de Corte S.A., Rua Barao de Ladario 1224, Brooklyn, Sao Paulo, Brazil. **IR-247SP.**

3550 Special industry machinery

Located in Sao Paulo and employing approximately 500 persons, this producer of machinery for the tobacco industry seeks a license, joint venture or contract manufacturing agreement to make additional machinery and equipment utilizing its existing facilities.

Write: AMF do Brasil S/A Maquinas Automaticas, Rua Curuca 1418, Cx. Postal 2930, Sao Paulo, Brazil. **IR-89SP.**

A license or joint venture to manufacture specialized machinery for the food, chemical and edible oil industries is sought by a producer of refining machinery for processors of vegetable and animal oils and fats. Established in 1953, the Sao Paulo company has about 100 employees.

Write: Semco do Brasil S.A., Rua Joao Alfredo 311, Sao Paulo, Brazil. **IR-86SP.** WTD.

A Sao Paulo manufacturer of electro-magnetic sealing equipment seeks a license to make sealing machines for plastic packaging and ultrasonic cutters and sealers. Asked of a U.S. firm is capital and technical know-how.

Write: GUNEWA—Aparelhos e Equipamentos Electronicos Ltda. Av. Jandira, 595-Caixa Postal 18.174, Sao Paulo, Brazil. **IR-36aSP.**

A Sao Paulo cooperative is interested in a joint venture to manufacture freeze drying equipment for instant coffee. The cooperative was established in 1929, has around 700 employees. It represents manufacturers of agricultural machinery.

Write: Cia. Fabio Bastos, Rua Florencio de Abreu, 828, Sao Paulo, Brazil. **IR-8SP.** WTD.

A Sao Paulo manufacturer of machinery and equipment for the maritime, food, and dairy industries proposes a joint venture to expand production and diversify its activities. Plans call for building a new plant at Diadema in the greater Sao Paulo area and purchasing additional tools and machinery. Requested of a U.S. company is financial and technical assistance.

Established in 1965, the Brazilian firm has reportedly steadily increased its distribution.

Write: Cofama S.A.—Equipamentos Industriais, Rua Rego de Freitas, 354, 8 andar, Conj. 85, Sao Paulo, Brazil. **IR-17A SP.** WTD.

3551 Food products machinery

A Porto Alegre manufacturer of industrial refrigeration systems seeks to initially import and later make under license chicken slaughtering, ice cream manufacturing, and milk pasteurizing and sterilization equipment. The Brazilian company would consider participation by the U.S. licensor in the enterprise. In addition to its manufacturing operation, the Porto Alegre firm imports stainless steel milk separators. It has about 400 employees.

Write: MADEF, Rua Vig. Jose Inacio, 54, Porto Alegre, RGS, Brazil. **IR-10PA.**

3554 Paper machinery

A Sao Paulo manufacturer of machinery for the paper industry seeks a cross-licensing agreement with U.S. firms. The company wants a license to manufacture paper stock preparation equipment. It offers its technique of resurfacing refining cones for paper stock to U.S. companies.

Write: Pilao Acos e Refinacao Ltda., Rua Campo Largo 369, Sao Paulo, Brazil. **IR-243SP.**

3555 Printing supplies

A Rio de Janeiro printing supply company seeks a contractual arrangement with a U.S. manufacturer of silk screens to exchange technical information and assistance. Established in 1950, the Brazilian firm manufactures printing inks, chemical products and metal printing plates. It also imports printing machinery and equipment and offset rubber blankets. The company has approximately 50 employees, plus nine traveling salesmen covering the Brazilian market. Reportedly, a new plant is under construction on a 1,457 sq. yd. site in Rio de Janeiro.

Write: Socopan, Mercantil e Industrias Graficas S.A., Avenida Erasmo Braga 227, 1° andar, Rio de Janeiro, Brazil. **IR-24R.** WTD.

3559 Metal fabrication and finishing

A license to make lighting fixtures and frames or cabinet work for the electronics industry is sought by this Sao Paulo firm. Founded in 1932 and currently employing around 1000, it makes automobile parts, automobile hardware, headlight and electrical fittings. The firm has its own glass plant and also makes ball-point pens.

Write: Artur Eberhardt S.A.—Industrias Reunidas, Rua Pelotas 93, Sao Paulo, Brazil. **IR-192SP.**

3561 Air compressors and pumps

A license to manufacture large air compressors of 350 cu. ft. per minute and larger, preferably of the screw type, is sought by a Sao Paulo producer of air com-

pressors, portable electric generators and electric welders. The Brazilian firm also wants to manufacture automatic starting systems for standby stationary electric generators used in hospitals and other installations. The Sao Paulo company was established in 1948 and employs 200 persons.

Write: Hoos Maquinas e Motores S.A., Industria e Comercio, Rua Floriano de Abreu 793, Sao Paulo, Brazil. **IR-231SP.**

A Sao Paulo pump manufacturer is interested in proposals for its complete acquisition by a U.S. firm. Price of the facility is set at $175,000.

Write: Bombas Albrizzi-Petry S.A., Rua Sao Bento 389, Conjunto 41, Sao Paulo, Brazil. **IR-223SP.**

A Sao Paulo manufacturer of high quality pumps of all types proposes a joint venture and seeks U.S. technical know-how in order to maintain its favored position in the Brazilian market. In return for equity, an investment of between $100,000 and $150,000 is asked of a U.S. firm experienced in the industry. This will permit an ambitious expansion program to include larger manufacturing facilities, acquire new machine tools, provide additional working capital, upgrade management techniques and streamline the present organization.

Established in 1938, the firm has 140 employees. It designs and manufactures its complete line of 72 types of pumps and also its steam accessories. The company has a sales office in Rio de Janeiro and distributors in principal cities. Its volume is reported to have exceeded $850,000 in 1966.

Write: Hero Hidroelectrica Ind. a Com. S/A, Rua Florencio de Abreu 610, Sao Paulo, Brazil. **IR-156SP.** WTD.

3566 Mechanical transmission equipment

A Sao Paulo manufacturer of speed reducing machines seeks a license to produce mixing machines. It is also interested in a joint venture with U.S. producers of gears and mechanical transmission equipment to make gears for use with small boats. The Brazilian firm was established in 1944 and has around 170 employees.

Write: Redutores Transmotecnica S.A., Rua Cruzeiro 558, Sao Paulo, Brazil. **IR-220SP.**

3585 Air conditioning, refrigeration

A joint venture and license to produce residential air-conditioning units is sought by a manufacturer of television receiving sets and radios. A U.S. participant is asked to supply technical assistance. The Porto Alegre firm was established in 1932 and has 500 employees.

Write: Importadora Americana S.A., Ave. Ferrapos, 1415, Porto Alegre, RGS, Brazil. **IR-21b-PA.**

A Porto Alegre manufacturer of air conditioners seeks to expand production through a license or joint venture with an experienced U.S. company. Its present compressor limits its line of air conditioners to 7½ h.p., and the Brazilian concern particularly needs technical assistance to enable it to produce larger units. The firm, which was established in 1966, also wants to make evaporative condensors.

A representative of the Porto Alegre firm plans to visit the U.S. in the near future and will be glad to discuss any interesting proposal made by U.S. firms in response to this announcement.

Write: Tecnoclima Condicionadores de Ar Ltda., Av. dos Estados, 2123, C. Postal 2894, Porto Alegre, RGS. **IR-20PA. WTD.**

A license to make automobile air conditioners is sought by a Sao Paulo manufacturer of electric refrigerators. The firm would be willing to consider importation of high quality units for the time being. Established in 1948, the Sao Paulo company has 800 employees.

Write: IBESA—Industria Brasileira de Embalagens S.A., Rua Clelia 93, Sao Paulo, Brazil. **IR-216SP.**

Located in Sao Paulo, this manufacturer of air conditioning and ventilation equipment seeks to expand its facilities through a joint venture. In return for an undisclosed capital investment, a U.S. company is offered equity in the enterprise.

The Brazilian firm was established in 1946 and has approximately 190 employees. It produces condensers, cooling coils, grills, dampers and other components. It markets its products throughout Brazil and has a licensing agreement with a major U.S. air conditioning manufacturer.

Write: Sociedade Tecnica de Ar Condicionado S.A. STARCO, Rua Tagipuru 249, Sao Paulo, Brazil. **IR-240SP.** WTD.

Established in 1952, a Sao Paulo manufacturer of compressors for air-conditioning and refrigeration equipment seeks to double the size of its plant through a joint venture arrangement. A U.S. firm is asked to supply approximately $2.5 million in return for 50% equity in the enterprise. The Brazilian concern has about 280 employees.

Write: Fabrica Nacional de Compressores, Rua Otaviano Alves de Lima, 12100, Caixa Postal 11.753, Sao Paulo, Brazil. **IR-54SP.** WTD.

A manufacturer of frozen food and cold storage cabinets for supermarkets seeks a license or joint venture with a U.S. firm. The Brazilian company wants to produce self contained refrigerated units from 113 to 3 h.p. for food cabinets. Established in 1963, the firm states it has a nationwide distribution and service organization. It markets its products on a direct basis and also through distributors.

Write Gelobras S.A. Refrigeracao, Rua Fabia 1060, P.O. Box 11762, Sao Paulo, Brazil. **IR-3SP.** WTD.

3589 Water and sewage treatment

This Sao Paulo manufacturer of equipment for water and waste treatment is interested in some form of collaboration with a U.S. firm experienced in the whole field of water and waste treatment. Any form of collaboration is open to discussion, from licensing to a joint venture.

The firm claims to be one of Brazil's leading manufacturers in this industry and is anxious to keep up with new developments in the field. It already has an arrangement with a European firm to keep it abreast of new technology in the ion exchange field. Established in 1963, the firm has 70 employees.

Write: FILSAN Projetos e Equipamentos Hydraulicos Ltda., Alameda Santos 466, Sao Paulo, Brazil. **IR-218SP.**

3611 Electronic equipment

Established in 1959, this producer of radio transmission equipment for both commercial and military use seeks a licensing agreement with a U.S. company. The Belo Horizonte concern is interested in making single sideband equipment and ham radio apparatus of the solid state type. The Brazilian company has approximately 18 employees.

Write: Servicos Eletronicos de Telecomunicacoes e Antenas Ltda., Av. Dom Pedro II, 2630, Belo Horizonte, Minas Gerais, Brazil. **IR-11RB.**

A license to make sophisticated electronic test equipment is sought by a Sao Paulo manufacturer of this type of equipment. Purpose of the more sophisticated equipment is to test communications components. Established in 1962, the Sao Paulo firm has 20 employees.

Write: BABO Industria de Equipamentos Electronicos Ltda., Rua Cachoeira, 1370, Sao Paulo, Brazil. **IR-147SP.**

3621 Electric motors

A license or joint venture to manufacture one-third to 200 h.p. electric motors is sought by a Sao Paulo glass manufacturer. The firm claims to have an unoccupied 4,400 sq. yd. building, land, and machinery available for its diversification program.

The U.S. participant would provide technical know-how. The Brazilian company would consider offering its U.S. partner majority interest in the project.

Write: Lusalite Comercio e Industria S/A, Rua Vitoria, 554 Cx. Postal 208, Sao Paulo, Brazil. **IR-44SP.**

3622 Automatic controls

Established in 1966, this Porto Alegre producer of circuit breakers up to 60 amps seeks to distribute, and at a later date manufacture, electrical products.

The company is interested in initially importing and later making under a license or joint venture arrangement relays of the electrical protection type and control panel switches used in domestic appliances and thermostats. The company employs around 120 persons.

Write: APESA Equipamentos Electricos S.A., Rua do Parque, 102, Porto Alegre, RGS. **IR-13-PA.** WTD.

A joint venture and license to produce all kinds of automatic controls is sought by a Sao Paulo manufacturer and distributor of controls. The Brazilian firm wants to make electrical, electronic, hydraulic and pneumatic controls for temperature, pressure and industrial processes. The firm would be interested in initially importing the controls and at a later date wants to commence manufacturing.

Write: IEF Controles Automaticos Ltda., Rua Sao Vicente de Paula 365, Apt° 22, Sao Paulo, State of Sao Paulo, Brazil. **IR-16 SP.** WTD.

3623 Welding electrodes

A Sao Paulo company, producing welding electrodes under Belgium patent, seeks a license or joint venture to manufacture additional products in the same or related fields. It would be particularly interested in marketing or distributing any products manufactured under an arrangement with a U.S. firm.

The concern, which is a subsidiary of a Brazilian steel company, operates on 18,000 sq. ft. plant located on a 150,000 sq. yd. site.

Write: Eletrodos Torsima S/A, Av. Ipiranga 104, 18° andar, Sao Paulo, Brazil. **IR-256b SP.**

This Sao Paulo manufacturer of welding machines would like to contact U.S. manufacturers of resistance welding equipment with the view of discussing licensing or joint venture arrangements. Set up in 1959, the firm now has 150 employees on the payroll.

Write: Maquinas Simonek S.A., Avenida

Rouxinol 293, Caixa Postal 30.065, Sao Paulo, Brazil. **IR-204SP**

3629 Electrolytic capacitors

A Sao Paulo producer of electrolytic condensers seeks a license or joint venture with an experienced U.S. firm in the capacitor field to make electrolytic capacitors utilizing automated production techniques. The Brazilian concern also wants additional know-how in the use of such sophisticated metals as tantalum.

Write: Industria de Condensadores Eletroliticos LOG Ltda., Rua Conselheiro Ramalho 560, Sao Paulo, Brazil. **IR-83SP**

3630 Home appliances

Established in 1907, this manufacturer and distributor of electric coffeemakers and aluminum cooking utensils seeks licenses to make products utilizing its die making and casting facilities. The products could include electrical home appliances, office equipment and agricultural implements. The Brazilian firm would also consider proposals leading to its acquisition by a U.S. concern.

Production facilities include five U.S. die casting machines ranging from 15 to 600 tons locking pressure, plus hydraulic milling machines, lathes and grinders for making dies. The firm's operations are located on a 2,700-square-yard site. It claims to have 116 employees.

Write: Cafeteira Brasileira, Rua Sao Luiz Gonzaga 88, Rio de Janeiro, Brazil. **IR-22 R.** WTD

3631 Ranges and ovens

Founded in 1897, a well established manufacturer of gas ranges and ovens, fixtures, kitchen units and scales, proposes a joint venture.

The company seeks capital and technical assistance from a U.S. firm in order to expand operations and add new products. It would also consider proposals leading to its complete acquisition by a U.S. concern. The Sao Paulo firm has approximately 1000 employees.

Write: Metalurgica Paulista S.A., Rua Sapucaia 452, Sao Paulo, Brazil. **IR-252SP**

OWNER OF THIS LARGE TRACT of beachfront about 50 miles from Sao Paulo will consider a joint venture with a U.S. firm to develop the area for tourism. See SIC No. 6552 on page 44.

3634 Electric irons

Established in 1951 and reportedly employing around 170, this Sao Paulo manufacturer of electric irons proposes a joint venture to expand and diversify production. The firm is willing to grant a majority interest and would consider complete acquisition by a U.S. company.

Write: Ferros Eletricos Tupy S/A Rua Santo Antonio, 446—8° andar, Sao Paulo, Brazil. **IR-114SP**

3639 Gas water heaters

A license to manufacture gas water heaters is sought by a Sao Paulo manufacturer of tanks, pressure vessels, drums and cylinders. The firm is experienced at licensing, already being a licensee of U.S. firms on other products. Founded in 1941, the company has 1200 employees.

Write: CONFAB—Companhia Nacional Forjagem de Aco Brasileiro, Rua Clelia 93, Sao Paulo, Brazil. **IR-214SP.** WTD.

3640 Electrical lighting equipment

A producer and distributor of reflector lamps, electrical plugs and switches and lamp shades, seeks a license to manufacture similar or newly-developed products in the electrical fixtures field. Established in 1961, the Rio de Janeiro firm has around 70 employees.

An executive of the company plans to visit the U.S. in August to discuss any interesting proposals made by U.S. firms in response to this announcement.

Write: Cimel S.A. Com. e Ind. Material Eletrico, Rua Teofilo Otoni 99/101, Rio de Janeiro, Brazil. **IR-29R**

Technical assistance in the production of lighting equipment ballasts, shock transformers for fluorescent lighting apparatus and power distribution equipment is sought by this manufacturer of lighting products. The Brazilian firm would consider a joint venture or licensing arrangement with a U.S. concern.

Write: Decor Neon S.A. Letreiros e Paineis, Travessa Leonor Mascarenhas, 111—Rio de Janeiro, Brazil. **IR-21R**

3641 Glow lamps

A license or joint venture to utilize high vacuum techniques for the production of glow lamps and microswitches is sought by a Sao Paulo manufacturer of neon glow lamps. Technical assistance and capital would be furnished by the U.S. company.

Write: Gunewa—Aparelhos e Equipamentos Eletronicos Ltda., Av. Jandira, 595-Caixa Postal 18.174, Sao Paulo, Brazil. **IR-36bSP**

3643 Electrical devices

Established in 1959, a Sao Paulo manufacturer of electrical switches seeks a license to produce electrical aluminum connectors and fuses. The Brazilian company has around 80 employees.

Write: Barreto Kelfer Industrias Electricas S/A, Rua Conselheiro Nebias, 1245, Sao Paulo, Brazil. **IR-32SP.** WTD.

A joint venture to produce electrical sockets and outlets through the ejection molding of metallized plastic is sought by a Rio manufacturer of electrical outlets. The Brazilian firm states it can ejection-mold the same products it is currently making from metal.

Requested of a U.S. participant is the necessary injection molding machinery. The Rio firm is also interested in purchasing the machinery from a U.S. supplier. The Brazilian company was established last year, employs about 16 persons and markets its products to the construction industry.

Write: INCOME—Industria e Comercio de Materiais Eletricos Ltda., Rua Campos da Paz 201, Rio de Janeiro, Brazil. **IR-61R**

3651 Radios and television sets

A Porto Alegre manufacturer of radios and television receiving sets seeks a licensing and joint venture agreement to make these products under a U.S. firm's trade mark. Technical know-how is requested of a U.S. company. Established in 1937, the Brazilian firm has around 500 employees.

Write: Importadora Americana S.A., Av. Ferrapos, 1415, Porto Alegre, RGS, Brazil. **IR-21aPA**

3651 Coin operated phonographs

Located in Belo Horizonte, this importer and manufacturer of coin operated vending and amusement machines seeks a joint venture with a U.S. company. The firm is particularly interested in initially importing juke boxes and later manufacturing these machines under license. Established in 1963, the company has about 19 employees and claims sales from vending operations of $40,000 a year.

Write: Egsa Industria e Comercio Ltda., Rua Marcelino Ferreira 122, Belo Horizonte, Minas Gerais, Brazil. **IR-16aRB**

3660 Communication equipment

Established in 1964, a manufacturer of television receiving sets seeks a joint venture or license to produce such electronic equipment as closed circuit television systems, paging equipment, and community television installations. The Sao Paulo firm has 30 employees.

Write: Telekta Radio e Televisao, Rua da Consolacao 946, Sao Paulo, Brazil. **IR-81SP.** WTD

This Sao Paulo manufacturer of UHF communication equipment seeks a license or joint venture to make UHF microwave equipment in 2000 mg. band and multiplex equipment up to 50 channels.

Write: Intelco Telecommunicacoes Ltd., Rua Paulo Bregaro 46, Sao Paulo, Brazil. **IR-74SP.** WTD

3674 Electronic components

A Porto Alegre manufacture of hi-fidelity and television equipment seeks to make semi-conductors and test equipment through a joint venture and licensing agreement. Particularly requested of an experienced U.S. firm is technical know-how. Established in 1951, the Brazilian company has about 270 employees and claims annual sales of $1.8 million.

Write: Teleuniao S.A., Ind. de Radios e Televisiao, Rua Vol. da Patria, 3811, C. Postal 2465, Porto Alegre, RGS, Brazil. **IR-35PA.**

A Belo Horizonte manufacturer of twilight dimmer switches would like to negotiate a licensing arrangement to make these switches with other than a bi-metal system. It is also interested in licensing or similar arrangements to manufacture germanium diodes, other photo-sensitive devices, battery chargers used in substations

and industrial overload relays. The firm was started in 1962 and has seven employees.

Write: Stefan Bogdan Salej, R. Caetes 530/320, C. Postal 1543, Belo Horizonte, Minas Gerais, Brazil. **IR-8RB**

3679 Printed circuits

A license or joint venture to produce printed circuits for the electronic and automotive industries is sought by a Sao Paulo manufacturer of printed circuit boards. The Brazilian firm has about 25 employees and was established in 1962.

Write: Electrocomp, Rua Souza Lima 239, Sao Paulo, Brazil. **IR-96SP.**

A license or joint venture to manufacture printed circuits is sought by a Sao Paulo manufacturer and importer of decorative laminated materials. The Brazilian firm, which employs about 750, was established in 1954.

Write: Cia. Quimica Industrial de Laminados, Av. Paulista, 2113—Conj. Nacional, Sao Paulo, Brazil. **IR-64SP.**

3692 Batteries

Established in 1932, a manufacturer of radios and television receiving sets seeks a joint venture and license to produce batteries for radios. Technical know-how would be furnished by the U.S. concern. The Porto Alegre company employs approximately 500 workers.

Write: Importadora Americana S.A., Ave. Ferrapos, 1415 Porto Alegre, RGS, Brazil. **IR-21cPA.**

3713 Truck bodies

A manufacturer of refrigerated truck bodies seeks a license to produce related transportation equipment. The Brazilian firm reportedly is building a new 5000 sq. yd. plant at Sapucaia do Sul for occupancy in the near future. It has about 95 employees.

Write: Frigorificos Cruzeiro lo Sul Ltda., Rua Uruguai, 100, C. Postal 78, Marcelino Ramos, RGS, Brazil. **IR-56PA.** WTD

3731 Fishing vessels and operations

With headquarters in Sao Paulo, this fishing company would like to lease one or two U.S. gulf-type shrimp trawlers, or would be agreeable to U.S. private capital participation in a joint venture. This would permit modernization and expansion of current operations.

Established in 1957 and claiming a current employment of around 400, the firm is in partnership on eight fishing boats, handles sales of the catch of these vessels and acts as sales agent for the catch of eight other boats. It also owns and operates a boatyard at Florianopolis capable of building craft from 150 to 200 tons dead weight, and can repair vessels up to 300 tons.

The firm is a 50% shareholder in another company which produces frozen fish, salt fish and ice.

Write: Pescados Oceania do Brasil Ltda., Av. do Estado, 3163-7°, conj. 71, Sao Paulo, Brazil. **IR-169 SP.**

3732 Boat building, repairing

A joint venture to expand into the building of yachts is proposed by a manufacturer of commercial fishing boats. Currently, the Brazilian firm builds craft between 40 and 70 feet long. It was established in 1956 and has around 110 employees.

Write: Construcao Naval Nordeste S.A., Praia do Jacare, Cabedelo, State of Paraiba, Brazil. **IR-48RB.**

A Sao Paulo manufacturer of small aluminum fishing boats and such related products as oars and ice chests seeks a joint venture. The Brazilian concern also offers to sell its complete operation to a U.S. firm for $160,000.

Due to an increasing demand for boats, the Sao Paulo firm wants to expand production thru the installation of automated machinery and equipment. It particularly needs working capital. The firm manufactures eight different types of boats with a monthly production capacity of 50 craft. All boats are made of aluminum high-duty alloy sheets and distributed throughout Brazil by 45 agents.

Write: J. Bresler S. A.—Barcos Levefort S.A. Ind. e Com., Via Anhanguera Km 96, campinas, Sao Paulo, Brazil. **IR-237SP.**

3841 Surgical and hospital equipment

A Sao Paulo manufacturer and distributor of a full line of surgical and hospital equipment proposes a joint venture to expand operations. The firm would also consider manufacturing U.S. hospital equipment under license and seeks representation for additional items. The company's managing director plans on visiting the U.S. in July and will be glad to consult with firms who respond favorably to this announcement.

Write: Baumer—Cia. Brasileira de Equipamentos Medico Hospitalares, Rua Nicolau Ancona Lopes, 47/65, Caixa Postal 7868, Sao Paulo, Brazil. **IR-100SP**

3842 Surgical tables

A Belo Horizonte distributor of medical, surgical and hospital supplies would like to negotiate a licensing arrangement with an experienced U.S. firm to make surgical tables and operating room lights. The company is prepared to pay a flat sum for the rights if a potential licensor prefers this to a royalty arrangement.

Write: Greco Hospitalar S.A., Praca Raul Soares 28, Belo Horizonte, Brazil. **IR-12RB.** WTD

3931 Musical instruments

Established in 1937, a producer of accordians and organs seeks a license to manufacture electric organs. The company has approximately 400 employees.

Write: Acordeoes Todeschini S.A., Bento Goncalves, C. Postal, 14, Rio Grande do Sul, Brazil. **IR-32PA**

A license or joint venture to produce portable organs and home and automobile stereo type cartridges is sought by a Sao Paulo manufacturer of hi-fidelity and radio equipment. The company, which employs around 100 persons, claims annual sales of $1 million.

Write: Delta S/A—Ind. Com. Ap. Eletronicos, Rua Fiandeiras, 326, Caixa Postal 2520, Sao Paulo, S.P., Brazil. **IR39SP.** WTD

3941 Toys

Majority control and possibly complete ownership is offered by a major Sao Paulo toy company. Purchasing a small toy company specializing in wheel goods in 1953, two U.S. businessmen have built the firm up to where it now has 500 employees and replacement value of the company's new plant is claimed to be approximately $1 million. One of the founders died in 1961 and the other, a retired U.S. Navy commander, is willing to dispose of his interests because of age and ill health.

The firm is reputed to be the second largest toy manufacturing business in Brazil, and makes its own plastic components, rubber tires, upholstery, and other materials, thus insuring quality and reliable production schedules. Organization of the firm is similar to U.S. business practice. Basic products made by the firm include baby carriages, bicycles, tricycles and pedal automobiles.

Write: Brinquedos Bandeirantes S.A., Rua Cuiaba 195, Sao Paulo, Brazil. Attention: Mr. Charles McKinney, President. **IR-185 SP**

3963 Plastic buttons

A newly established Recife firm seeks a license to manufacture plastic buttons. It is also interested in obtaining polyester resins.

Write: Industria de Botoes do Nordeste S.A., Ed. Vieira da Brenha, 2 fl., Sala 238, Recife, Pernambuco, Brazil. **IR-47RB**

3964 Zippers

Technical know-how from a U.S. firm experienced in the manufacture of nylon zippers is sought by a Sao Paulo zipper maker. The firm is interested in negotiating a contract which would provide it with the know-how to establish a fully automatic zipper plant.

Write: Roberto Auerbach, Rua Henrique Martins 346, Sao Paulo, Brazil. **IR-184SP**

5029 Chemical importing

A Sao Paulo importer of raw material for the chemical and pharmaceutical industries proposes a joint venture to expand present operations. The firm has its own warehousing facilities.

Write: Produtos Quimicos "Delpe" Ltda., Rua Abilio Soares, 361/375, Sao Paulo, Brazil. **IR-176SP**

5722 Retail electric appliances

Reputed to be one of the largest retailers of electric appliances in Brazil, this importer and distributor proposes a joint venture and is willing to dispose of a 50% interest in the business for an undisclosed financial participation. Through a subsidiary, the firm also acts as exclusive distributor for Continental Motors and Cessna aircraft.

Write: Cassio Muniz S.A. Importacao e Comercio, Praca da Republica 309, Sao Paulo, Brazil. **IR-186SP**

6211 Security brokers

A Rio de Janeiro brokerage firm seeks to expand operations through a joint venture with a U.S. securities company. Requested of a U.S. participant is financial and technical assistance. The Brazilian company is particularly interested in installing and featuring electronic communication equipment in one of its offices.

Established in 1936, the Rio company has about 50 employees and claims to be one of the largest members of the Brazilian stock exchange.

Write: Celio Pelajo Corretores de Cambio e Valores S.A., Avenida Rio Branco 52, 14° andar, Rio de Janeiro, Brazil. **IR-25R**

6510 Real estate

A Sao Paulo real estate firm engaged in the planning, construction and management of apartment buildings proposes a joint venture with a U.S. investor. Sought of a U.S. firm is an investment of $400,000 to be used in the construction of buildings in various

residential areas of Sao Paulo.
Write: NOVOPLAN Ltda., Sociedade Imobiliaria, Avenida Pacaembu 851, Sao Paulo, Brazil. **IR-234SP**

6552 Housing development

The owner of a large tract of seafront property around 50 miles from Sao Paulo is developing the land for tourism purposes and is willing to consider a joint venture for this purpose. According to the promoter, a road of some 1,800 meters has been built into the property, water reservoirs have been constructed and the project for bringing in electric power is under study.
Write: Melhem Ibrahim Moutran, Rua Boa Vista, 133, 7° andar, Sao Paulo, Brazil. **IR-76R**

7011 Luxury hotel

With $2 million already invested in a luxury tourist hotel at Salvador, Bahia and 67% of construction claimed completed, the promoter of the project seeks a U.S. partner to invest around another $2 million to finish the project and assist in management. The hotel is located near the airport and fronts on an excellent beach.
Write: Hotel Stella Maris, C. Postal 173, Salvador, Bahia, Brazil. **IR-16aRB**

7392 Market research service

A Recife producer of pineapples, cashew nuts and fruit juices seeks a contact with a U.S. market research firm. The Brazilian company is interested in having a study made on the economic feasibility of manufacturing glazed or crystallized fruits for export. Established in 1953, the company has approximately 400 employees.
Write: Industrias Alimenticias Maguari, Vigario Tenorio 185, Recife, State of Pernambuco, Brazil. **IR-33RB**

7392 City planning

A Sao Paulo architectural firm seeks a joint venture with a U.S. consulting company experienced in town planning to engage in city planning throughout Brazil, but particularly in the State of Sao Paulo.
Write: Arquitetos Associados Jeronimo Bonilha, Esteves & Israel Sancovski Soc. Civil Ltda., Av. Paulista, 2202—15°—153, Sao Paulo, Brazil. **IR-27SP**

8911 Consulting engineers

An affiliation with a U.S. engineering company is sought by a Sao Paulo consulting engineering firm.
Write: Consultec Equipamentos Tecnicos Ltda., Rua Rego Freitas, 454—12°, Sao Paulo, Brazil. **IR-69SP.** WTD.

Swiss lab seeks venture and agency for U.S. firm

A recently established laboratory, engaged in the manufacture of clinical diagnostic reagents seeks a joint venture with a U.S. firm. The Swiss firm, which is owned by a U.S. citizen, is also interested in representing a U.S. producer as an agent.

Write: Diggs Laboratories, 1 chemin du Cap, 1005 Lausanne, Switzerland. WTD.

Development seminar in Peru will emphasize the role of private enterprise

An Inter-American Development Seminar will be held in Arequipa, Peru from July 10-13, as part of the Agency for International Development's PEP (Private Enterprise Promotion) program.

The seminar is expected to attract a large number of executives who administer area development programs throughout the Western Hemisphere. The participants will represent both public and private agencies.

The seminar will provide a forum for the exchange of information regarding program concepts and operating techniques between the specialists who manage area and industrial development programs in Latin America, the Caribbean region, and North America. Special emphasis will be placed on the role of private enterprise. All sessions will be translated simultaneously into Spanish, Portuguese, and English.

A registration fee of $50 will cover the cost of all luncheons and other special events at the three-day session.

Write: AID/PEP Seminar, c/o U.S. Embassy, Lima, Peru.

Dutch firm wants license to make hydraulic presses

A large manufacturer of overhead cranes, hydraulic presses, and electric hoists seeks a license to make hydraulic presses for distribution to the Common Market countries.

Founded in 1891, the Dutch company has about 420 employees, plus six traveling salesmen. It is the largest member of a group of firms engaged in the production of compressors, gas turbines, marine diesel engines, rolling stock and other equipment for all types of industries.

Write: N. V. Machinefabriek Stork-Jaffa, 2 Groeneweg, Utrecht, The Netherlands. WTD.

German firm seeks licenses to make heavy machinery

A West German manufacturer and exporter of rolling mill machinery and equipment would like to negotiate licensing agreements to make heavy mechanical and hydraulic presses for forging, drawing and pressing; extrusion and veneering presses; die casting machines for non-ferrous metals and injection molding machinery.

The firm was established in 1890, has several plants, a foundry and warehouses, and owns two subsidiaries. It employs around 2500 and has annual sales approximating $34 million.

Write: Siemag, Siegener Maschinenbau GmbH., 5913 Dahlbruch, Kreis Siegen, Federal Republic of Germany. Attention: Mr. Helmut von Kapff. WTD.

State-owned Taiwan sugar, pineapple firms will revert to private interests

Although the government-owned Taiwan Sugar Corp. is now accepting bids for sale of its pineapple and bagasse plants, foreigners are precluded from the bidding. There is a possibility, however, that participation can be achieved in any new company which might be formed after purchase by local Taiwan interests.

The pineapple plant is reputed to have an annual capacity of 800,000 cases, the plant occupies 9.8 hectares, its total assets are estimated at $2.5 million and 1966 profit was $75,000. Bid floor price is $1.75 million. The Bagasse plant occupies 87 hectares and has a daily capacity of 150,000 square feet of bagasse board. Total assets are estimated at $2.6 million and 1966 net profit was $190,000. Bid floor price is $2.06 million.

U.S. firms wishing to obtain further details or express interest in participating in any new companies which might be formed after the sale should immediately **write** or **cable:** Business Manager, China Securities and Investment Corp., 59 Kuan Chien Road, Taipei, Taiwan, Republic of China.

French tool maker wants arrangement with U.S. firm

A French manufacturer of industrial cutting tools in a suburb of Bordeaux is interested in negotiating licensing arrangements and possibly an exchange of sales and distribution services with U.S. firms for related products in the industry.

Joint venture proposals would receive consideration.

The French firm's metal cutting tools are used by the aircraft, mechanical and engineering industries. These tools consist principally of steel and tungsten carbide milling cutters for special applications.

Established in 1958, the French company reportedly owns and operates a well equipped plant with 80 employees.

Firms interested in following up this proposal should **write:** "Rito", "Le Haillan" 33 Gironde, France. WTD.

Two Italian firms seek U.S. licenses

Two Italian firms are looking for U.S. licenses to manufacture products connected with their lines. One wants to produce apparatus and devices to be used in the construction of railroad cars and locomotives; the other seeks a licensing arrangement to make heavy roadbuilding equipment.

• An Italian manufacturer of railroad signaling apparatus and controls is interested in acquiring U.S. licenses to make apparatus and devices used in the construction of railroad cars and locomotives. These would include signaling apparatus and mechanical, electric and pneumatic controls for heating, ventilation, illuminating and telephone systems. Technical assistance is also asked by the firm.

Currently manufacturing precision electromechanical apparatus, the firm focuses on railroad electric signaling apparatus and controls. It also makes plastic technical parts for electric and electronic components, plastic molds and plastic molding equipment.

It supplies the Italian state railroads, government agencies and private industry and estimates its annual volume at about $640,000.

According to the firm, market potentialities are promising as the Italian Government has a ten-year plan for the renovation and improvement of the railroad system.

To obtain complete details of this proposal **write:** Niccoli Vittorio & Naldoni Otello S.N.C., Via di Bellagio, Firenze-Castello, Italy. WTD.

• An established manufacturer of such heavy metal fabricated products as steel industrial framing, cranes, conveyors, steel buildings and sheds, and ship unloading equipment seeks to diversify its production through a licensing arrangement with a U.S. firm.

The Italian company is interested in making heavy roadbuilding equipment, tractors, scrapers, and loaders. The firm says it can make anything from accessories, blades, and buckets to the finished machines, excluding engines.

Located in northwest Italy, the company states it has excellent connections to the Mediterranean area and the Near East through the ports of Genoa and Savona. In addition, U.S. firms seeking to enter the Common Market may find this opportunity of interest.

Established in 1956, the Italian concern operates a well equipped plant covering a 250,000 sq. ft. area. It has approximately 225 employees and distributes its products to both the domestic and export markets.

U.S firms interested in obtaining further details should **write:** Costruziono Meccaniche Braidesi S.p.A., Bra' (Cuneo), Italy. Attention: Dr. Sergio Ghirardello. WTD.

Australian door producer seeks U.S. licensee

Representative to visit U.S. firms to discuss possible arrangements

This manufacturer of garage doors and roller type shutters seeks a U.S. licensee, who is currently making products for the building industry, but is preferably not in the roller door field.

The Australian company offers a U.S. licensee complete design and manufacturing information, including cost details of special production machinery. Also, information gained from servicing the Australian market and any new technical innovations resulting from product development. The Australian company will also supply certain components, particularly in the initial stages of the operation where this may prove economical.

Reportedly, the Australian manufacturer has about 95 employees and affiliations in New Zealand and South Africa. It has established an engineering development department for product improvement and research.

An executive of the Australian firm plans to visit the U.S. to discuss possible licensing arrangements with U.S. firms responding to this announcement. To arrange appointments with the Australian visitor interested U.S. firms should **write:** The New South Wales Centre, Suite 1306, 680 Fifth Ave. New York, N.Y. 10019, Attention: Mr. Frank E. Rule, Senior Representative. Reference D. 2033.

Spanish firm wants to expand

This paint manufacturer seeks to expand operations through a collaborative arrangement with a U.S. firm, specializing in the production of industrial coatings.

Write: Industrias Quimica Unidas, S.A., General Weyler 113-117, Badalena (Barcelona Province), Spain. WTD.

Belgian producers look for U.S. licenses

Two Belgian manufacturers are seeking U.S. licenses. One wants to produce fabrics of cotton and artificial fibers for ladies' and men's suitings and also wants to make workclothes which would be acid-and-flame resistant. The other seeks a license to manufacture products related to his other items of metal storage tanks, conveyor systems and transportation equipment.

The proposals are these:

• A license to manufacture fabrics of cotton and artificial fibers for ladies' and men's suitings and acid-and-flame resistant workclothes is sought by a Belgian firm.

Established in 1866, the company manufactures fabrics for sport and workclothes, shirts, raincoats and light weight outer garments. The Belgian concern also produces stretch fabrics for ski trousers and sportswear. Manufacturing facilities consist of a weaving mill, a dyeplant, and workshops. The company has approximately 220 employees.

New plant scheduled

Reportedly, the Belgian firm is building a new plant scheduled for operations in 1968. This will enable the company to increase production 6 to 12 million square meters of fabrics annually.

To obtain additional details **write:** A. Gevaert & Co., n.v. (GEVACO), Oudenaarde, Belgium, WTD.

• A Belgian manufacturer of metal storage tanks, conveyor systems and transportation equipment seeks a license to produce related products. The firm is also interested in representing a U.S. company as a sales agent.

The Belgian concern's range of products includes storage tanks for water, liquefied gas and gasoline, conveyors, structural metal for buildings, and industrial trucks, tractors and trailers.

The company also designs, builds and installs equipment for brick plants, breweries and foundries. It has about 120 employees.

Interested U.S. firms can contact the managing director of the Belgian company who is visiting the U.S. through June 6 by **calling or writing:** Mr. Dirk Rots, c/o Hotel Manhattan, 700-8th Ave., New York, N.Y. 10036. If this is not convenient firms may **write:** ATCOMEX, p.v.b.a., Gullegem, West Flanders, Belgium. WTD.

World Trade Opportunities

Kenya issues tenders for educational supplies

Kenya is offering a tender to supply tutorial and vocational education buildings such as science laboratories, domestic science rooms, carpentry and metal workshops, machine engineering workshops, and agriculture workshops with laboratory equipment, kitchen appliances and equipment, hand and power machine tools, etc.

The tender number is IDAPROJ/11/26 and the bid deadline has not been set. Further information about the equipment and copies of the tender documents are available from The Crown Agents for Overseas Govt. & Administrations, 4 Millbank, London, S.W.1., England.

A loan copy of the advance notification and list of equipment received from the Permanent Secretary, Ministry of Education, I.D.A. Project Office, P.O. Box No. 8823, Nairobi, is available to firms located in the United States from the Scientific, Photographic & Business Equipment Div., BDSA-666, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

Brazil wants applicants for shunt reactor bids

The Central Electrica de Furnas S.A. is inviting interested parties to submit applications for prequalification of bidders for the manufacture and delivery of ehv shunt reactors for operation on a 345 kv transmission system. Applications shall be submitted to the Central Electrica de Furnas S.A., Rua Sao Jose 90, 3rd Fl., Rio de Janeiro, GB, no later than June 14.

Applicants must submit at least the following information: manufacturing experience on ehv shunt reactors; list of ehv shunt reactors already supplied, indicating purchasers, delivery dates and orders in hand with scheduled deliveries up to 1970; typical specification and technical description of similar equipment; list of tests which can be performed on ehv shunt reactors; probable delivery schedules for ehv shunt reactors and; company's financial statement and volume of sales in last three years.

Manufacturers are cautioned to use first class airmail for remittance of applications to avoid undue delay in delivery. Actual bids for the material will be invited in July.

Malaysia sets deadline on power station bids

Preece, Cardew & Rider, Consulting Engineering Firm, Mercantile Bank Bldg., Kuala Lumpur, has announced that firms wishing to bid on the construction project at the Port Dickson Power Station (See International Commerce, May 22, 1967, p. 31 and Commerce Business Daily, Issue No. PSA-4312, May 17, 1967) should make formal application not later than June 10 to the above address. Applications should be accompanied by a sum of 40 pounds (approximately $2.80), should bear the reference P.D.P.S. 1428/4, and should be supported by evidence of the applicants' technical and financial ability to execute the works.

Sudan invites suppliers of turbines, generators

The Central Electricity & Water Corp. of Sudan invites firms interested in tendering for hydro-electric equipment and services to apply for copies of the tender documents.

The contract to be placed provides for the manufacture, delivery, erection and commissioning of three Kaplan water turbines each, having an output of 44,000 c.v.; three vertical generators each having an output of 33,333 kva, together with auxiliary equipment; two 72 mva generator transformers; two overhead travelling cranes and misc. gates and associated equipment.

The equipment is to be installed in the Roseires Hydro-Electric Power Station, situated on the Blue Nile some 500 kms. south of Khartoum. The first set is to be available for commercial operation by Jan. 1971.

Applications for the complete tender documents and specifications should be sent directly to the Mechanical & Electrical Consulting Engineers: Merz. and McLellan, Carliol House, Newcastle-on-Tyne 1, England. Tender No.'s CEWC/HQ/410/67; CEWC/HQ/409/67; CEWC/HQ/408/67; CEWC/HQ/407/67 and CEWC/HQ/406/67.

Requests for the gate equipment tenders are to be directed to Sir Alexander Gibb & Partners, Telford House, 14 Tothill St., Westminster, London, S.W., England.

The requests should be accompanied by a non-refundable remittance of £.50 Sterling (approximately U.S. $1.40).

Tender documents are expected to be issued sometime in May.

Malaysia needs bidders on port repair project

R. Wong & Associates, American Consulting Civil & Structural Engineers have announced that bids will be invited from qualified contractors for the reconstruction of wharves four and five at Port Swettenham, Selangor. The work is estimated at approximately one and one-third million dollars.

Details and bid documents are obtainable from Wong & Associates, 909 Lee Wah Bank Bldg., Jalan Pasar, Kuala Lumpur, upon payment of $100.00, of which $50.00 will be refunded upon submission of a bona fide tender. One copy of documents is available for review only in Rm. 4014, Building Materials & Construction Industries Div., BDSA, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4272)

Deadline for submission of bids is June 23.

Mexico asks construction firms to bid on new El Duranzo dam

The Secretariat of Hydraulic Resources has invited construction companies to participate in bidding on a contract for the El Durazno irrigation and storage dam in San Agustin Tlaxiaco, Hidalgo.

Information and forms are available from the Direccion de Pequena Irrigacion, Secretaria de Recursos Hidraulicos, Reforma 69, Mexico, D.F., for $4.00. The deadline for return of the forms is June 17.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

201 Meat products

PORTUGAL—Wetsalted abattoir cowhides. Requests reply in Portuguese or English. Garcia & Cia. Lda. (importer, wholesaler), Torres Novas. WTD in preparation.

203 Canning, preserving foods

★★ **BRAZIL**—Canned deciduous fruits; peaches, pears, cherries, apricots; canned corn, peas. Iguacu S.A. (importer, wholesaler), Rua Mariz de Barros 790, Rio de Janeiro. WTD 4/67. TM-24

ENGLAND—Canned goods ranging from Californian fruits to mid-west vegetables; canned and frozen red sour pitted cherries, frozen vegetables. Direct purchase and agency. J. L. P. Denny, Ltd. (produce brokers, importers), 17-19 Monument St., London, E.C.3. WTD 4/20/67.

ITALY—Frozen—quick frozen—raw or precooked foods all kinds—including meat products, poultry, lobster, shrimps (excluding other fish), vegetables, fruits prepared frozen desserts and choice frozen specialties. Casa dei Surgelati (retailer), 127-127a, Via Sampolo, Palermo, Italy. WTD 5/15/67.

207 Confectionery

IRELAND—Chocolate confectionery. Direct purchase and agency. Tennant and Ruttle, Ltd. (importing distributor, manufacturer's agent), 54/55 Great Charles St., Dublin 1. WTD 5/67.

220 Textile mill products

NEW ZEALAND—Plain or novelty woven furnishing fabrics in export price range $.75-$1.50. Company interested in agency arrangements or direct purchase. Samples and quotations requested. Mr. Douglas P. Peacocke (importer, manufacturers' representative), Man. Dir., D. P. Peacocke, Ltd., P.O. Box 1021, Auckland 1. WTD 5/67.

World Trade Opportunities Continued to page 56

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

221 Broad woven fabric mills, cotton

FINLAND—Novelty cotton fabrics for men's, women's outdoor, camping wear. Oy Ronka Ab (manufacturer), Sirkkalankatu 2, Turku 3. WTD 5/67 .

SWEDEN—Finished shirt fabrics of cotton. Lindstrom & Pettersson AB (manufacturer), Ganghester. WTD 5/10/67.

222 Broad woven fabric mills, man-made fiber, silk

FINLAND—Novelty synthetic and blended fiber fabrics for men's, women's suits; women's overcoats; outdoor, camping wear. Oy Ronka Ab (manufacturer), Sirkkalankatu 2, Turku 3. WTD 5/67.

SWEDEN—Finished shirt fabrics of man-made fiber, silk. Lindstrom & Pettersson AB, (manufacturer), Ganghester. WTD 5/10/67.

226 Dyeing, finishing textiles

NETHERLANDS—Printed curtain fabrics. Direct purchase and agency. Holland Haag N.V. (importer, wholesaler), 10 Lutherse Burgwal, The Hague. WTD 2/25/66.

229 Textile goods

★★ **BRAZIL**—Laminates, decorative and industrial moulded; interested especially in new products. Companhia Quimica Industrial de Laminados FOMIPLAC (manufacturer, exporter), Avenida Rio Branco 57, 4° andar, Rio de Janeiro. WTD 7/22/66. TM-20

NETHERLANDS—New and used jute and cotton bags, burlap. Max Wolf Zakken-, Garen & Touwhandel N.V. (importer, wholesaler, exporter), 33 H. Hartplein, Veghel, N.Br. WTD in preparation.

233 Women's, misses', juniors' outerwear

★★ **BRAZIL**—Paper Dresses. Reimportex, Ltda. (importer, exporter), Avenida Almirante Barroso 72, S/413, Rio de Janeiro. WTD 2/67. TM-8

ITALY—Women's paper clothing. H. Prochownick (manufacturer, importer, exporter, distributor), Via Morozzo della Rocca 1, Milan. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

★★ **BRAZIL**—Laminates, decorative, industrial moulded; interested especially in new products. Companhia Quimica Industrial de Laminados FOMIPLAC (manufacturer, importer), Avenida Rio Branco 57, 4° andar, Rio de Janeiro. WTD 7/22/66. TM-21

251 Household furniture

SWEDEN—Bathroom cabinets. O. G. Olsson Aktiebolag & Co., Kommanditbolag (O. Olsson Trading) (agent-wholesaler), 5 Balladgatan, Hisings Backa. WTD 5/16/67.

262 Paper mills, products

● **EL SALVADOR**—300 reams with 500 sheets each of security (safety) paper, 30 in. x 40 in., with basis weight of 60 gms. per sq. m.; including 200 reams of green and 100 reams of pink paper; the paper to be watermarked as specified and to incorporate hidden warning indicia. Tender No. 48(67). Bid deadline June 15. Correspondence is preferred in Spanish. The tender announcement with specifications and conditions in Spanish is available from the Forest Products Div., BDSA, Rm. 4003, U.S. Dept. of Commerce, Washington, D.C. 20230, (Telephone: 202-WO 7-3003).

264 Converted paper, paperboard products

★★ **BRAZIL**—Laminates, decorative and industrial moulded. Interested especially in new products in this field. Companhia Quimica Industrial de Laminados FOMIPLAC (manufacturer, exporter), Avenida Rio Branco 57, 4° andar, Rio de Janeiro. WTD 7/22/66. TM-17

NETHERLANDS—Paper gift wrappers, decorated paper table napkins and covers, papermache articles for household use. Direct purchase and agency. Dutch & Oriental Trading

Uruguay seeks bidders on two cheese plants

The Cooperativa Nacional de Productores de Leche (CONAPROLE), Departamento de Compras Generales, Calle Nueva York 1630, Montevideo, is seeking bids for two cheese plants; one to produce 50,000 lts/day of table cheese and one to produce 50,000 lts/day of Italian type (hard) cheese. Specifications in Spanish.

A copy of the tender is available on a short-term loan basis to firms located in the United States from the GIEC Div., BDSA-323, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5585).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

(manufacturer, importer), P.O. Box 597, The Hague. WTD 7/13/66.

273 Books

NETHERLANDS—Textbooks for practical use of foreign languages; complete courses, such as textbooks combined with phonograph records or magnetic recording tapes; multilingual dictionaries, dictionaries for professional use. Direct purchase and exclusive agency. Intertaal N.V. (importer, wholesaler, retailer), 150 van Baerlestraat, Amsterdam. WTD 8/8/66.

281 Industrial chemicals

★★ **BRAZIL**—Flavoring to improve quality of margarine. Alimonda Irmaos, S.A. (manufacturer), Rua da Paz 82, Recife, Pernambuco. WTD 4/67. TM-8

★★ Cracking catalysts, butadiene soap used in the polymerization of synthetic rubber, and disproportionate rosin. Empresa Medimex, Importacao e Comercio Ltda. (importer, agent), Avenida Rio Branco 50, Grupo 1301, Rio de Janeiro. WTD in preparation. TM-42

★★ Dimethyl aniline, 1.5 tons yearly; methyl dichloride, 600 kilograms yearly. Protequim, Produtos Tecno-Quimicos Ltda. (manufacturers), Rua Santos Rodrigues 263, Rio de Janeiro. WTD in preparation. TM-37

★★ Basic dyes, pigments and resins, used in flexographic inks. Industria Quimica Luminar S.A. (manufacturer), Rua Visconde de Taunay 725, Sao Paulo. WTD 11/10/66. TM-30

★★ Dyestuff intermediates. Quimanil Industrias Quimicas S.A. (manufacturer), Praca da Republica 497, 8 andar, Sao Paulo. WTD 2/1/66. TM-29

★★ Ceramic substrates for manufacture of resistors; Barium-zirconium silicate, strontium-zirconium silicate, lead silicate. Constanta Electrotecnica S.A. (manufacturer, importer, exporter), Rua Sao Luiz 86, 9 andar, Sao Paulo. WTD in preparation. TM-48

★★ Metal oxides, such as cobalt, chrome, titanium oxides. Direct purchase and agency. Companhia Industrial e Agricola Comercio e Importacao "CIAC" (importer), Av. Sao Luiz 258, 8 andar s/805, Sao Paulo. WTD in preparation. TM-119

282 Synthetic materials

★★ **BRAZIL**—Synthetic resins, plastics. Neoplastica Comercio e Representacao, Ltda. (importer, wholesaler), Largo de Sao Francisco 26, s/203, Rio de Janeiro. WTD in preparation. TM-14

★★ Resins, synthetic. Industrias Quimicas do Brasil S.A. (importer), Avenida Graca Aranha 182, Rio de Janeiro. WTD 7/6/66. TM-26

★★ Polypropiline for weaving and substitution for jute, sisal fibers. Industrias Fibrasil de Sao Paulo S.A., (manufacturer), Rua Francisco Marengo 1571, Sao Paulo. WTD 2/67. TM-52

NETHERLANDS—"Virgin" off-grade (different from planned melting point) granular, high and medium impact, polyethylene, polystyrene, and polypropylene from manufacturers of raw materials for plastic industry, surplus lots of plastic raw materials. Chemoplast N.V. (importer, exporter), 20 C. Beerninckstraat (or: P.O. Box 31), Mijdrecht. WTD 8/2/66.

283 Drugs

★★ **BRAZIL**—Coccidiostat, vermifuges for veterinary medicines. Leivas Leite S/A (manufacturer), Rua Benjamin Constant 353, Pelotas, RGS. WTD in preparation. TM-5

★★ Pharmaceutical, veterinary products. Sherman Produtos Quimicos (manufacturers' representative), Avenida Princesa Izabel 323, S/1109, Rio de Janeiro. WTD 9/13/66. TM-7

★★ Pharmaceutical raw materials used in manufacture of anti verminosis preparations. Usafarma S.A.—Industria Farmaceutical (manufacturer), Rua Joaquim Tavora 550, Sao Paulo. WTD 6/27/66. TM-32

COLOMBIA—Raw materials for manufacture of drugs, pharmaceutical products for human use. Laboratorios Undra S.A. (manufacturer, wholesaler, importer, exporter), Carrera 68 No. 19-20, Bogota. WTD 5/67.

ETHIOPIA — Pharmaceuticals. Bethlehem Pharmacy Partnership (importer, retailer, distributor), P.O. Box 669, Addis Ababa. WTD in preparation.

VENEZUELA — Veterinary pharmaceutical preparations. Requests replies in Spanish. Tecnica Veterinaria Agricola, C.A. (manufacturer, importer), Calle Bolivar N° 203, San Mateo, Estado Aragua. WTD 5/11/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

ETHIOPIA—Cosmetics and toiletries. Bethlehem Pharmacy Partnership (importer, retailer, distributor), P.O. Box 669, Addis Ababa. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

● **TURKEY**—Chlorinated diphenyl aroclors, two tons; aluminum pigment paste for paint, four tons; silicone resin, one ton; methyl cellulose, two tons; zinc oxide pigment, 50 tons. Bid deadline July 1. Deniz Kuvvetleri Komutanligi, Teknik Daire Baskanligi, Gemi Onarium Subesi Mudurlugu, Ankara, (Naval Forces Command, Technical Dept., Ship Maintenance Div). Tender documents available from Modern Translation Bureau, Karanfil Sokak 49½, Yenischir, Ankara, for $5.00 including airmail postage.

287 Agricultural chemicals

★★ **BRAZIL**—Fertilizer, insecticides. Solorico S/A Industria e Comercio (manufacturer), Rua Xavier de Toledo 105, 6 andar, Sao Paulo. WTD in preparation. TM-68

289 Chemical products

NETHERLANDS—Printing ink, gravure ink, screen process ink, lithographic ink. Direct purchase and agency. Dutch & Oriental Trading (manufacturer, importer), P.O. Box 597, The Hague. WTD 7/13/66.

306 Fabricated rubber products

GERMANY—O-rings, precision packings, of natural and synthetic rubber (elastromeres) for the valve and fittings industry. Requests price quotations cif Hamburg. Requests replies in German. Direct purchase and agency. Schieffer & Co. (manufacturer, wholesaler, importer, exporter), 19 Bahnhofstrasse, 4780 Lippstadt. WTD 5/11/67.

307 Plastic products

NETHERLANDS—Plastic packing materials, such as containers, barrels and related products, specialties in field of plastic pallets. Direct purchase and exclusive agency. N.V. Houthandel v/h William Pont (importer, wholesaler), 1 Badhuisweg, Zaandam. WTD 8/4/66.

Plastic jewelry boxes, plastic giftware, novelties for stationery shop, supermarkets. Direct purchase and agency. Dutch & Oriental Trading (manufacturer, importer), P.O. Box 597, The Hague. WTD 7/13/66.

311 Leather tanning, finishing

FINLAND—Upper, sole and lining leathers for footwear industry. Direct purchase and exclusive agency. Kenkatehtaitten Hankinta Oy (importer, distributor), Rautatienkatu 24, Tampere. WTD 5/67.

GERMANY—Suede garment leather made of sheep skins, split velvet leather, napa leather. LEWA Kleidung H. Wagner & Co. K. G. (manufacturer) 7505 Ettlingen, Luisenstrasse 13-17. WTD 5/67.

313 Boot, shoe cut stock, findings

FINLAND—Materials, supplies for footwear industry. Direct purchase and exclusive agency. Kenkatehtaitten Hankinta Oy (importer, distributor), Rautatienkatu 24, Tampere. WTD 5/67.

317 Luggage

NETHERLANDS—Wallets, key cases, coin and costume purses, leather desk sets and office items, leather giftware. Direct purchase and agency. Dutch & Oriental Trading (manufacturer, importer), P.O. Box 597, The Hague. WTD 7/13/66.

331 Steel mill products

● **BURMA**—Steel wheels and tires for railroad cars: Ten pairs of wheels, Tender No. MEIC/B.Rlys/12(T)122/66-67, bid deadline June 26; 500 tires, Tender No. MEIC/B.Rlys/12(T)128/66-67, bid deadline June 30 and 400 wheels, Tender No. MEIC/B.Rlys/12(T) 140/66-67, bid deadline July 5. Tender documents and drawings for above should be ordered from The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon. One only copy of documents and drawings may be examined in the Iron & Steel Div., BDSA, Rm. 4224, Dept. of Commerce, Washington, D.C.

● Sheets, corrugated, galv., 8250 pcs. Tender No. MEIC/B.Rlys/15(T) 406/66-67, bid deadline June 12. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-2363).

● Pipe and tubing. Includes seamless line pipe: 250,000 ft. 8″; 20,000 ft. 6″; 52,000 ft. 4″ and 2,000 ft. of ¼″. Also included are 20,000 ft. of 3″ welded line pipe and 104,000 ft. of 2⅜″ O.D. upset tubing x4.70 lbs. per ft. Tender No. 4(T) CONST/FT-CAP/POI(66-67), bid deadline July 4. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

● **INDIA**—Round bars, S.A.E. 4340 steel: 191 metric tons, sizes ten to 125 mm. dia x

four to seven meters long and 200 to 250 mm. dia. x three to seven meters long. Tender No. 1053/BPO/PR/55938/W-1056, bid deadline Aug. 2. The Chief Purchase Officer, Beas Purchase Org., Talwara Township, Dist. Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-2363).

● **IRAQ**—Pipe and fittings. Includes 33,600 ft. of seamless pipe 2" to 3" dia. and 4,000 ft. of seamless galvanized pipe ½" and 1" dia. Tender No. TAWZEE 12/1967, bid deadline June 17. Terms and specifications may be obtained from Administration of Distribution of Oil Products, Ministry of Oil, Baghdad against payment of $14.00 per set, plus $0.50 to cover air mail charges to the United States.

● **PAKISTAN**—340 tons ferrosilicon, 70-75% silicon. Tender No. P.-5/40-A/1-67, bid deadline June 10. Chief Controller of Purchase, Pakistan Western Railway, Empress Rd., Lahore.★ (Telephone. 202-WO 7-4886).

333 Primary smelting, refining of nonferrous metals

PAKISTAN—Gunmetal ingots. Star Moghul Industries, Ltd. (importing distributor, manufacturer), P.O. Box # 48, G.T. Rd., Gujranwala. WTD in preparation.

335 Rolling, drawing, extruding of non-ferrous metals

● **MALAYSIA**—The Controller of the Telecommunications Dept., Stores & Workshops, Jalan Brickfields has invited bids for approximately 327,500 yds. of switchboard cable and 120,780 yds. of wire and cable. All bids to be submitted to Kuala Lumpur not later than July 7. The switchboard cable bids are for a five year contract basis for the period 1967 to 1972. The wire and cable bids are on a separate contract and delivery to be stated.

Interested firms located in the United States may obtain copies of tender announcement and specifications on a loan basis from the Copper Div., BDSA 638, U.S. Dept. of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4717).

339 Primary metal industries

★★ **BRAZIL**—Metal additives for steel makers, such as molybdenum and chromium powders. Direct purchase and agency. Companhia Industrial e Agricola Comercio e Importacao "CIAC" (importer), Av. Sao Luiz 258, 8 andar, s/805, Sao Paulo. WTD in preparation. TM-120

ECUADOR—18/8 Steel to manufacture stainless steel silverware. Mr. Aziz Baduy (manufacturer), P.O. Box 453, Guayaquil. WTD in preparation.

342 Cutlery, hand tools, general hardware

★★ **BRAZIL**—Hand tools, small, hobby shop kits, containing non-electrical items. Ferimpex-Importacao e Comercio Ltda. (importer), Rua Florencio de Abreu 157, 7 andar, Sao Paulo. WTD 12/30/66. TM-9

★★ Marine hardware for small ships, fishing boats. Cofama S.A.-Equipamentos Industriais (manufacturer, importer, representative), Rua Rego Freitas 354, Sao Paulo. WTD 2/67. TM-14

SWEDEN—Automotive repair tools. Aug. Huzell AB (agent, wholesaler), Karlstad. WTD 5/12/67.

344 Fabricated structural metal products

★★ **BRAZIL**—Pre-fabricated curtain wall material, to be used in commercial exhibits for sales promotions. FAG-Arquitetura Promocional S.A. (architects, contractors), Avenida Erasmo Braga 227, Sala 305, Rio de Janeiro. WTD in preparation. TM-33

ENGLAND—Specialist type of aluminum/stainless steel windows, doors, louvers, partitions, rooflights, closely associated with architectural profession and building trade; for assembly in U.K. Modern Art Glass Co., Ltd. (retailers, contractors), Barrack Rd., Leeds 17, Yorkshire. WTD 3/28/67.

PAKISTAN—Mild steel plates 5 ft. by 10 ft., 1/8" to 1" thickness. Star Mughal Industries, Ltd. (importing distributor, manufacturer), P.O. Box # 48, G.T. Rd., Gujranwala. WTD in preparation.

349 Fabricated metal products

★★ **BRAZIL**—Valves, fluid control. R. S. Hall Ltda. (manufacturer), Rua Margarida 369, Sao Paulo. WTD 2/67. TM-18

351 Engine, turbines

★★ **BRAZIL**—Diesel engine parts for trucks, tractors, locomotives. OBAISA, Organizacao Brasileira de Aplicacoes Industriais, S.A. (importer, commission representative), Rua Mexico 45, Grupo 1103, Rio de Janeiro. WTD in preparation. TM-29

NETHERLANDS—Outboard motors. Direct purchase and exclusive agency. S. Joosten N.V. (importer, wholesaler), 14 Joan Muyskenweg (or: P.O. Box 829), Amsterdam. WTD 12/9/66.

● **SUDAN**—Supply, erect and commission one gas turbine of about 15,000 kilowatts capacity. Fueled by kerosene, light diesel oil, or heavy furnace fuel. Required operation date, Feb., 1969. Financing by International Bank for Reconstruction & Development.

Tender document number CEWC/HQ/420/67, may be obtained thru application to: Societe Generale pour L'Industrie, 17 Bovy-Lysberg, Geneva, Switzerland. A non-refundable remittance of £50 Sterling (approx. U.S. $1.40) is required. Documents are expected to be issued by the end of May, 1967.

352 Farm machinery

★★ **BRAZIL**—Agricultural machinery; combines, agricultural tractors. Sup. of Still S/A Soc. Tecnica de Instalacoes Industriais (importer), Pca. da Republica 497, 10 andar, Sao Paulo. WTD 9/12/66. TM-84

SWEDEN—Hedge trimmers and shears, battery driven; small lawn mowers, power driven. O. G. Olsson Aktiebolag & Co., Kommanditbolag (O. Olsson Trading) (agent, wholesaler), 5 Balladgatan, Hisings Backa, Sweden. WTD 5/16/67.

Direct purchase of 10,000-15,000 seven inch wheels for motor lawn mowers. Lasindustria (importer, exporter, wholesaler, manufacturer), Nygatan 22, Eskilstuna. WTD 6/7/66.

353 Construction, mining, materials handling machinery, equipment

★★ **BRAZIL**—Tunnel-boring and lining equipment, large, subway type; mining equipment for ore concentration. Companhia Importadora de Maquinas COMAC (importer), Avenida Rio Branco 25, 2° andar, Rio de Janeiro. WTD 8/10/65. TM-15

Gantry cranes, rail mounted, for concrete dam construction. Expan S.A.—Com. e Ind., Praca da Republica 497, 6 andar, Sao Paulo. (importer). WTD 1/12/66.

★★ Road building equipment. Sup. of Still S/A Soc. Tecnica de Instalacoes Industriais (importer), Pca. da Republica 497, 10 andar, Sao Paulo. WTD 9/12/66. TM-85.

★★ Railway maintenance equipment. Sociedade Tecnica de Materiais "Sotema" S.A. (importer, exporter), Av. Francisco Matarazzo 892, Sao Paulo. WTD 9/19/66. TM-53

● **BURMA**—Mobile Crane, Diesel Driven, Cantilever jib 20' width, extension 10', visual safe load indicator cab, single swivel hook and weight, and flame damper. Capacity two tons with 20' cantilever at horizontals. Tender No. 34/QO/(T)/TTS-POI/DD (66-67), bid deadline June 30, Procurement Mgr., People's Oil Industry, Rangoon.★ (Telephone: 202-WO 7-5585).

FRANCE—Materials handling equipment such as: automobile lifts, conveyors and overhead trolley conveyor systems, overhead traveling cranes, hoists, etc. Correspondence preferred in French. SOMATAG (importer, retailer), 11 rue Caisserie, 13—Marseille, 2eme.

GERMANY—New type conveying and transportation equipment for chemicals, foodstuffs. Gericke GmbH & Co., KG (manufacturer, distributor), 77 Singen/Hohentwiel, Hauptstrasse 11. WTD 5/67.

● **INDIA**—Eight concrete mixers for mounting on customers trucks, six cu. yd. capacity. Procurement under IDA credit. Tender No. BPO/1053/P-366/PR/56152/Gobal, bid deadline Aug. 2. The Chief Purchase Officer, Beas Purchase Org., Talwara Township, Dist. Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-5566).

● **TURKEY**—One mobile crane, five-ton capacity, diesel powered, list of spare parts for 3000 hours of operation; one mobile crane, three ton capacity, diesel powered, list of spare parts for 3000 hours of operation. Tender No. 967/3027, bid deadline June 14. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., (Materials Purchasing Dept.-Turkish Maritime Bank), Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-5566).

354 Metalworking machinery

★★ **BRAZIL**—Metal can making machinery to manufacture 1. 2, 18 and 58 liter capacity approximately 1,000,000 cans per month. Casa Machado S.A. (manufacturer), Praca Pio X 10° andar, Rio de Janeiro. WTD in preparation. TM-1

★★ Die casting dies, not being used. Metal Molde Carioca Ltda. (manufacturer), Av. Rio Branco. 135—S/213—2° Andar, Rio de Janeiro. WTD 4/67. TM-2

★★ Aluminum molding machinery, using an injection process, to aid in quality manufacture of reflector lamps, flourescent supports, electric plugs and switches, related items. Cimel S.A.—Com. Ind. Material Electrico (manufacturer, wholesaler, retailer), Rua Teofilo Otoni, 99/101, Rio de Janeiro. WTD in preparation. TM-25

★★ Machinery for manufacturing and lithographing cans in following sizes; paint cans of one gallon, one quart, ⅛ gallon, 1/16 gallon; one liter size cans for edible oils; one pound cans for Brazil nuts. Portuense Ferragens S. A. (manufacturer), Rua Cons. Joao Alfredo 166, C. Postal 535, Belem, Para. WTD in preparation. TM-3-A

Grinding and multiple drilling machinery and rolling machines for use in manufacture of clutch faces and brake linings. Lonaflex S/A Guarnicoes para Freios (manufacturer, exporter), Av. dos Autonomistas 7064 (Osasco), C. Postal 4252, Sao Paulo. WTD 12/5/66.

Die casting machinery for non-ferrous metals. S/A Armando Busseti, (importer), Rua Oscar Cintra Gordinho 243, Sao Paulo. WTD in preparation.

★★ Universal grinding, tool dressing equipment. Antunes Freixo Importadora S/A (importer), Florencio de Abreu 838, Sao Paulo. WTD in preparation. TM-61

ENGLAND—Quality portable electric grinding tools, sanders. Direct purchase and exclusive agency. Arrow Abrasives Ltd. (manufacturers), Farlington, Portsmouth, Hampshire. WTD 4/27/66.

GERMANY—New type pneumatic garage hand tools. Direct purchase and agency. M. Schneider, Werkzeug- und Maschinenfabrik (manufacturer, importer), 722 Schwenningen a.N., Baerenstr. 8-12. WTD 5/67.

● **INDIA**—Machine tools including: one spline milling machine, maximum diameter of work over bed 500 mm., maximum milling length 1250 mm., tender No. BEML/KCP/EQP/113-67/EB (I.S.M. Ref. No. D/ENQ/2254); one deep hole drilling machine, maximum travel of spindle head 610 mm., tender No. BEML/KCP/EQP/116-67/EB (I.S.M. Ref. No. D/ENQ/2255). Bid deadline June 20. Global Procurement. Purchase Mgr., Bharat Earth Movers Ltd., Hindustan Aircraft P.O., Bangalore-17. Tender documents are available, free of charge, from India Supply Mission, 2535 Massachusetts Ave., N.W., Washington, D.C. 20008.

PAKISTAN—Machine tools, drills, temperature meters, milling cutters. Star Mogul Industries, Ltd. (importing distributor, manufacturer), P.O. Box #48, G.T. Rd., Gujranwala. WTD in preparation.

355 Special industry machinery

★★ **BRAZIL**—Equipment for manufacture of polystyrene foam for use in construction of refrigeration vans. Cruzeiro do Sul Ltda. (manufacturer), R Urugai 100. C. Postal 78, Marcelino Ramos, RGS. WTD in preparation. TM-18

★★ Vialing equipment for producing veterinary medicines. Leivas Leite S/A (manufacturer), Rua Benjamin Constant 353, Pelotas, RGS. WTD in preparation. TM-6.

★★ Fish processing, freezing equipment. Empreiteira de Revestimentos e Alvenaria Lisboeta, S.A. (construction contractor), Avenida Princesa Izabel, 323, Salao 201, Rio de Janeiro. WTD in preparation. TM-6

★★ Plastic injection machinery. Neoplastica Comercio e Representacao, Ltda. (importer, wholesaler), Largo de Sao Francisco 26, s/203, Rio de Janeiro. WTD in preparation. TM-13

★★ Concrete batching plants, complete. Companhia Importadora de Maquinas COMAC (importer), Avenida Rio Branco 25, 2° andar, Rio de Janeiro. WTD 8/10/65. TM-16

Rubber processing machinery—mixers, extruders and calenders. S/A Armando Busseti, (importer), Rua Oscar Cintra Gordinho 243, Sao Paulo. WTD in preparation.

★★ Food, milk processing equipment. Cofama S.A.—Equipamentos Industriais (manufacturer, importer, representative), Rua Rego Freitas 354, Sao Paulo. WTD 2/67. TM-12

★★ Machinery, automatic, for manufacture of ice cream on a stick. Campos Salles Ind. e Comercio S/A (manufacturer, importer), Rua General Julio Marcondes Salgado 78, Sao Paulo. WTD 4/67. TM-77

★★ Vial filling, closing machine; vacuum filling machine for freeze dried fruits. Centrimprex S.A. (manufacturer), Rua Barao de Campinas 572, C. Postal 30.162, Sao Paulo. WTD in preparation. TM-110

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

★★ Variety of concrete "gunite" equipment. Panambra Industrial e Technica S.A. (importer, exporter), Av. Senador Queiroz 150, C. Postal 5034, Sao Paulo. WTD 10/19/66. TM-28

● **IRAQ**—Machinery for shoe factory for Iraqi army. Bid deadline Aug. 1. For additional information and tender documents please contact the Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St., N.W., Washington, D.C.

ITALY—Machinery and equipment for the preparation of frozen foods. Casa dei Surgelati (retailer), 127-127a Via Sampolo, Palermo, Italy. WTD 5/15/67

PAKISTAN—Karachi Port Trust requests catalogs and quotations, C. & F. Karachi for a pneumatic grain conveying plant. Specifications are available on loan from BDSA's Trade Opportunities Staff (BDSA-624), Washington, D.C. 20230. A. S. Benjamin, Chief Mechanical Engineer, Karachi Port Trust (Government), Berth No. 7, East Wharf, Keamari, Karachi.

Machinery for manufacture of tennis, golf, squash balls. Remington Sports, Ltd. (manufacturer), Mubarik Pura, Sialkot. WTD 5/67.

SWEDEN—New machinery for the brewery and beverage industry. Agency for Scandinavia. AB Axel Sjogren (manufacturer, sales agent, importer), Norrlandsgatan 16, Stockholm C. WTD 5/67.

356 General industrial machinery

BRAZIL—Air compressors, large, 350 cubic feet per minute or larger, preferably screw type. Hoos Maquinas e Motores S.A., Ind. e Com., Rua Floriano de Abreu 793, Sao Paulo. (manufacturer). WTD in preparation.

★★ Clutches, pneumatic, mechanical power transmission equipment. Cofama S.A.—Equipamentos Industriais (manufacturer, importer, representative), Rua Rego Freitas 354, São Paulo. WTD 2/67. TM-13

ECUADOR—Machinery and equipment to manufacture stainless steel silverware, using 18/8 steel (18% chromium, 8% nickel). Mr. Aziz Baduy (manufacturer), P.O. Box 453, Guayaquil. WTD in preparation.

GERMANY—New type machinery for drying of bulk chemicals. Gericke GmbH & Co., KG (manufacturer, distributor), 77 Singen/Hohentwiel, Hauptstrasse 11. WTD 5/67.

● **INDIA**—125 kw high frequency induction hardening furnace with accessory equipment suitable for three phase, 50 cycle, 400/440 volt A.C. power supply. Tender No. BEML/ECP/EQP/126-67/EB, bid deadline June 13. Global procurement, Purchase Mgr., Bharat Earth Movers Ltd., Hindustan Aircraft P.O., Bangalore-17. Complete tender documents may be obtained, free of charge, from India Supply Mission 2536 Massachusetts Ave. N.W., Washington, D.C. 20008. (Refer to I.S.M. Ref. No. D/ENQ/2283).

358 Service industry machines

★★ **BRAZIL**—Automobile air conditioner. Ibesa—Ind. Brasileira de Embalagens S.A. (manufacturer), Rua Clelia 93, Sao Paulo. WTD 12/5/66. TM-134

FINLAND—Machinery and equipment for water, sewage treatment and purification. Direct purchase and exclusive agency. Oy Hydro-Tekno Ab (importer, distributor, agent), Jalavatie 2, Helsinki 27. WTD 5/67.

GERMANY—Manual and automatic water softeners, including accessories such as automatic valve, fiber glass containers. Karl Spiegl (manufacturer, retailer), 7 Stuttgart-Degerloch, Hoffeldstrasse 140. WTD 5/67.

NETHERLANDS—Ironers and pressing machines, equipment for ready-made clothing industry. Direct purchase and exclusive agency. Wabros (importer, sales agent), 66 Nieuwe Prinsengracht, Amsterdam. WTD 12/19/66.

361 Electric transmission, distribution equipment

● **KOREA**—Supply of 5,975 watthour meters in various amounts, strength, and consistency; all to be integrating, three phase, alternating current, 60 cycles, three or four wire, wall mounting type. Tender No. KFX-7061-S (67-PE-22-Part 2), bid deadline June 17. Office of Supply, Govt. of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

SWEDEN—Electric measuring instruments for grain and milk. O.G. Olsson OAktiebolag & Co., Kommanditbolag (O. Olsson Trading) (agent, wholesaler), 5 Balladgatan, Hising Backa, Sweden. WTD 5/16/67.

362 Electrical industrial apparatus

● **INDIA**—Supply and installation of equipment for remote control of street lighting and other controlled apparatus. Tender No. MPS (G)3006/66-67/A, bid deadline extended to July 11 (see International Commerce May 18, P. 34). Controller of Stores, The Bombay Electric Supply & Transport Undertaking, BEST House, Bombay 1 BR.

A copy of specifications is available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Div., BDSA-662, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

365 Radio, television receiving sets

★★ **BRAZIL**—Stereo-tape players for automobiles. Reimportex, Ltda. (importer, exporter), Avenida Almirante Barroso 72, S/413, Rio de Janeiro. WTD 2/67. TM-9

★★ Tape cartriges for home, automobile. Delta S.A., Industria e Comercio de Aparelhos Electronicos (manufacturer, importer), Rua Fiandeiras 326, C. Postal 2520, Sao Paulo. WTD 2/66. TM-26

★★ Tape recorders, educational sound equipment. Sete Mares Importacao e Exportacao Ltda. (importer), Av. Senador Queiroz 605, 6 andar-conj. 609, C. Postal 7383, Sao Paulo. WTD in preparation. TM-65

NETHERLANDS—Courses for practical use of foreign languages on phonograph records and/or magnetic recording tapes. Direct purchase and exclusive agency. Intertaal N.V. (importer, wholesaler, retailer), 150 van Baerlestraat, Amsterdam. WTD 8/8/66.

367 Electronic components, accessories

ENGLAND—Electronic micro circuit packages in ceramic glass or resin materials; transistor packages; semi-conductor devices of all kinds. Agency and direct purchase. Matthew C. Blythe & Son (importer, sales agent), Attree Lodge, Dingle La., Solihull, Warwickshire. WTD 3/30/67.

369 Electrical machinery, equipment, supplies

BRAZIL—Automatic starting systems for stationary electric generators for stand-by service. Hoos Maquinas e Motores S.A., Ind. e Com. (manufacturer), Rua Floriano de Abreu 793, Sao Paulo. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

SWEDEN—Automotive parts, accessories. Aug. Huzell AB (agent, wholesaler), Karlstad. WTD 5/12/67

372 Aircraft, parts

★★ **BRAZIL**—Aircraft engine, propeller parts. Fujiwara Hisato S.A.-Comercio e Industria (importer), Rua Libero Badaro, 293, 27 andar, Conj. 2 7-A, Sao Paulo. WTD 10/66. TM-111

373 Shipbuilding, repairing

★★ **BRAZIL**—Boat fiberglass, 18-20 meters long, gross tonnage 65, approximate capacity 42-45 cubic meters, 220 PS motor, for fishing operation. Organizacao Promovel (importer), Rua Augusta 2075, Sao Paulo. WTD in preparation. TM-15

374 Railroad equipment

● **PAKISTAN**—Broad-gauge (5'6") diesel electric track panel laying crane and material rail car for Pakistan Western Railway. Tender No. PR-I/67/TR/3, bid deadline June 22. Govt. of West Pakistan Railway Board, PWR Headquarters, Empress Rd., Lahore. A copy of the tender documents and drawings may be reviewed only in Rm. 4314, Transportation Equipment Div., BDSA-596, U.S. Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4816).

● Supply of one signal power supply unit, 200 w; one portable direct acting dc current recorder. Tender No. KFX-7057-S, bid deadline June 23. Office of Supply, Govt. of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

375 Motorcycles, bicycles, parts

VENEZUELA—Motorcycles and parts. Requests replies in Spanish. Distribuidora Venemotos, C.A. (importer, distributor, sales agent), Avenida Los Laureles, Esquina Nueva Granada, La Bandera, Caracas. WTD 5/15/67.

381 Engineering, laboratory, scientific research instruments

● **TURKEY**—Supply of sea pharos and electro optic fog detector; main operation to be by electric net current of 220 v. 50 hz.; size of pharos a lens of 300 mm. diameter cut and polished. Tender No. 967/3029, bid deadline June 13. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul.★ (Materials Purchasing Dept.—Turkish Maritime Bank). (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

★★ **BRAZIL**—Temperature and pressure controls, industrial. J. Low-Beer S.A. Comercie e Industria (manufacturer, importer), Avenida Presidente Vargas 446, Crupo 1005, Rio de Janeiro. WTD 10/19/66. TM-32

★★ Controls, automatic, for heating, cooling, temperature, pressure, industrial processes;

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 US. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, Wyo., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130 Rm. 821, City National Bank Bldg. 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

electric, electronic, hydraulic and pneumatic. I.E.F. Controles Automaticos Ltda. (manufacturer, importer), Rua Sao Vicente de Paula, Apt. 22, Sao Paulo. WTD 1/67. TM-11

● **GREECE**—Supply of 200 parking meters: 80 for 30 minute parking; 60 for one hour parking; 60 for two hour parking; each meter should have instructions in Greek and a coin safety box; a double-safety, heavy-type metal box for collecting coins should be included. Bidders should furnish a sample meter and full description. Bid deadline June 20. Municipality of Athens, Electrological Directorate, Town Hall, Kolzia Sq., Athens. No terms, conditions, or specifications have been issued by the procuring agency, except for the general description contained in the proposal above.

384 Surgical, medical, dental instruments

GERMANY—Workers' protective clothing including gloves, leather, asbestos; eye and face protection devices, goggles and personal industrial safety devices for the prevention of accidents of all kinds. Requests replies in German. Direct purchase and agency. Schieffer & Co. (manufacturer, wholesaler, importer, exporter), 19 Bahnhofstrasse, 4780 Lippstadt. WTD 5/11/67.

VENEZUELA—Veterinarians' instruments. Requests replies in Spanish. Tecnica Veterinaria Agricola, C.A. (manufacturer, importer), Calle Bolivar N° 203, San Mateo, Estado Aragua. WTD 5/11/67.

386 Photographic equipment, supplies

★★ **BRAZIL**—Amateur photographic equipment, 8mm projectors and cameras, slide projectors; educational, visual aids. Sete Mares Importacao e Exportacao Ltda. (importer), Av. Senador Queiroz 605, 6 andar-conj. 609, C. Postal 7383, Sao Paulo. WTD in preparation. TM-64

NETHERLANDS—Cameras, projectors, enlargers and accessories, viewers, light-sensitive materials, all types. Direct purchase and agency. N.V. Foto- en Projectiegroothandel Erven Dr. A. H. C. van Senus (agent, importer, exporter, wholesaler), Polanenstraat 39, Rotterdam-16. WTD in preparation.

391 Jewelry, silverware, plated ware

NETHERLANDS—Vanity cases and compacts, inexpensive costume jewelry, novelties. Direct purchase and agency. Dutch & Oriental Trading (manufacturer, importer), P.O. Box 597, The Hague. WTD 7/13/66.

393 Musical instruments, parts

★★ **BRAZIL**—Organs, electronic, portable. Delta S.A.-Industria Comercio Aparelhos Eletronicos (manufacturer, importer), Rua Fiandeiras 326, C. Postal 2520, Sao Paulo. WTD 2/66. TM-25

GERMANY—Percussion instruments and electronic musical instruments. Musik-Mayer (retailer, importer), 7 Stuttgart-Bad Cannstatt, Marktstrasse 14. WTD 5/67.

394 Toys, amusements, sporting goods

★★ **BRAZIL**—Sporting equipment of various kinds. Safari, Camping Caca e Pesca Ltda. (importer, retailer), Avenida Princesa Izabel 323-A, Rio de Janeiro. WTD in preparation. TM-5

★★ Educational models of humans, animals, plants. Sete Mares Importacao e Exportacao Ltda. (importer), Av. Senador Queiroz 605, 6 andar-conj. 609, C. Postal 7383, Sao Paulo. WTD in preparation. TM-66

HONDURAS—Sporting goods such as baseball, basketball equipment, tennis shoes. Direct purchase and agency. Mrs. Emma Kestenbaum, Bazar Mary (importer, distributor), 2a. Avenida, entre 3a. y 4a. Calles Comayaguela. WTD 5/67.

395 Pens, pencils, office, artists' materials

● **EL SALVADOR**—Supply of pencils, black lead, 200 gross No. 1 hardness; 200 gross No. 2 hardness; 50 gross two color (blue and red) pencils. Tender No. 49 (67). Bid deadline June 15. Specifications in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-4370).

NETHERLANDS—Parts for pens and mechanical pencils, drawing inks, refill cartridges for ballpoint pens, sketch boxes, pantographs, stationery and school supplies. Direct purchase and agency. Dutch and Oriental Trading (manufacturer, importer), P.O. Box 597, The Hague. WTD 7/13/66.

505 Farm products—raw materials

★★ **BRAZIL**—Fresh fruit, apples, pears, grapes, plums. Importadora Bovisuino Ltda. (importer), Rua Com. Assad Abdalla 68, C. Postal 4810, Sao Paulo. WTD 12/1/66. TM-55

★★ Hops, other brewer's supplies. Cia. Ind. e Agr. Com. e Imp. Ciac (importer), Av. Sao Luiz 258, 8 andar, s/805, Sao Paulo. WTD in preparation. TM-121.

739 Business services

★★ **BRAZIL**—Business consulting firm offers services to warehousing firms considering bonded warehousing facilities. Sociedade FINITEC Stanford Research Institute (consultants), Avenida 13 de Maio 13, Grupo 1302, Rio de Janeiro. WTD in preparation. TM-12

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

TAIWAN—Raw cotton. Exclusive agency. Malin Enterprises, Ltd. (importer, exporter, agent), P.O. Box 22980, Taipei. WTD 10/3/66.

203 Canning, preserving foods

★★ **BRAZIL**—Fruits, vegetables, processed. Juan O. Hajnal & Cia. Ltda. (manufacturer, importer), Rua D. Jose de Barros 152, 9 andar, s/98-99, Sao Paulo. WTD 4/67. TM-2

242 Sawmills, planing mills

GERMANY—North Carolina and/or Southern pine kiln dried saps and/or flitches. Lau & Sohn (sales agent), Cranachstrasse 19, Hamburg 52. WTD 5/67.

261 Pulp mills, products

GERMANY—Wood pulp. Lau & Sohn (sales agent), Cranachstrasse 19, Hamburg 52. WTD 5/67.

281 Industrial chemicals

★★ **BRAZIL**—Chemicals for use in swimming pools. Sergio Goncalves Ferreira (representative, agent), Rua Gabriela Mistral, No. 2, Apt° 701, Rio de Janeiro. WTD in preparation. TM-39

★★ Chemicals, industrial. BRASVIT-Comercio Importacao e Exportacao Ltda. (importer), Avenida Presidente Vargas 290, Sala 401, Rio de Janeiro. WTD 11/8/66. TM-41

★★ Chemical raw materials for paint, paper, plastics, cosmetics, metal molding industries. Tennant Ltda. (agent), Rua Pedro Americo 32, 6 andar, Sao Paulo. TM-133

★★ Chemicals, various industrial. Duarte Amaral & Cia. Ltda. (importer), Rua Silveira Martins 150, Sao Paulo. WTD 8/66. TM-20

★★ Chemicals, industrial. Klingler S.A.-Anilinas e Productos Quimicos (importer), Av. Ipiranga 104, 13 andar, Sao Paulo. WTD 8/25/66. TM-70

★★ Chemicals, industrial. Marcel Blum, Importacao e Representacoes (agent), Rua Sete de Abril 34, 2 andar, Sao Paulo. WTD in preparation. TM-67

★★ Chemicals, industrial. Com. e Imp. Tecnica "Comitec" (importer), Rua Xavier de Toledo 44, 2 andar-conj. B, Sao Paulo. WTD in preparation. TM-80

283 Drugs

★★ **BRAZIL**—Vitamins, feed grade, for vitamin pre-mix manufacture. Vitasul Ind. e Com. Quimica e Agropecuaria (manufacturer), Av. Borges de Medeiros 261, S/Loja, Porto Alegre, RGS. WTD 4/67. TM-22

★★ Pharmaceutical raw materials, feed additives. Zapparoli Serena S.A. (importer), Rua Santa Tereza 28, 4 andar, Sao Paulo. WTD 6/66. TM-19

287 Agricultural chemicals

★★ **BRAZIL**—Fungicides, insecticides, pesticides; interested in newly developed products. Sociedade Comercial Delta Ltda. (importer), Caixa Postal 1799, Rio de Janeiro, State of Guanabara. WTD 11/22/66. TM-97

331 Steel mill products

★★ **BRAZIL**—Ferro-alloys and metals. Minerais e Metais S.A. (agency), Rua da Quitanda 62, Conjunto 804/805, Rio de Janeiro. WTD in preparation. TM-38

342 Cutlery, hand tools, general hardware

★★ **BRAZIL**—Tools and equipment for use with swimming pools. Sergio Goncalves Fer-

reira (representative, agent), Rua Gabriela Mistral, No. 2, Apt° 701, Rio de Janeiro. WTD in preparation. TM-40

★★ Hand tools. Mercantil Maua S.A. (importer, wholesaler), Rua Maua 942, Sao Paulo. WTD 2/28/66. TM-88

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Natural gas fired pressure burners for industrial use; atmospheric burners for integration into household appliances; heating systems for swimming pools. N.V. Technisch Bureau Europa (importer, wholesaler, engineering contractor), 71 Capucijnen straat, Maastricht. WTD in preparation.

351 Engines, turbines

ARGENTINA—Outboard motors over 20HP. Exclusive agent. Astillero Ortholan, S.R.L. (shipbuilding, repairing), Rio Lujan y Boca del Rio Tigre, Tigre, Province of Buenos Aires. WTD 4/67.

352 Farm machinery

★★ **BRAZIL**—Equipment for bulk handling, drying of grains. Cranwood S/A (importer), Rua Santo Antonio 121, C. Postal 1773, Porto Alegre, RGS. WTD in preparation. TM-16

★★ Agricultural equipment, especially grain storage and grain handling equipment. Alem-Mar Comercial e Industrial S.A. (importer), Rua Senador Queiroz 96, C. Postal 9851, Sao Paulo. WTD 12/10/66. TM-72

353 Construction, mining, materials handling machinery, equipment

★★ **BRAZIL**—Steel industry, petroleum industry and port facilities machinery, equipment. Cadib—S.A. Comercio e Industria (importer, wholesaler), Rua Teofilo Otoni, 15 mezzanine, Rio de Janeiro. WTD in preparation. TM-36

★★ Heavy tractors, earth moving equipment. Cidema Importadora e Comercial Ltda. (representative), Rua Xavier de Toledo 114, 6 andar, Sao Paulo. WTD in preparation. TM-86

PAKISTAN—Road rollers, 8 to 16 ton capacity. Importer requests catalogs and quotations, c. & f., Karachi. Gilani Ltd. (importer), 39 Garden Rd., P.O. Box 7222, Karachi. WTD 10/20/66

354 Metalworking machinery

★★ **BRAZIL**—Automotive maintenance machinery, equipment. Cranwood S/A (importer), Rua Santo Antonio 121, C. Postal 1773, Porto Alegre, RGS. WTD in preparation. TM-15

★★ Cold forming machinery for making profiles from round stock in steel mills; shotpeening equipment for continuous peening of automotive springs, 75-150 tons per day; other machines for steel industry such as straighteners, through turners, reelers. Twedberg Kleppe S. A. (importer, representative), Rua do Seminario 155, 4 andar, Sao Paulo. WTD in preparation. TM-150

INDIA—All sizes and types of Machine Tools and Industrial Equipment. Associated British Machine Tool Makers (India) Ltd., 'Grosvenor House', (agent), 21 Camac Street, Calcutta 16. WTD 7/23/65.

355 Special industry machinery

ARGENTINA—Chain saws, 4 to 8 HP. Exclusive agency. Astillero Ortholan, S.R.L. (shipbuilding, repairing), Rio Lujan y Boca del Rio Tigre, Tigre, Province of Buenos Aires. WTD 4/67.

★★ **BRAZIL**—Graphic equipment such as printing presses, paper cutting machines, perforators, dark room equipment, plate making equipment, silk screen equipment. Socopan Mercantil e Industrias Graficas S.A. (wholesaler, retailer), Avenida Erasmo Braga 227, 1° andar, Rio de Janeiro. WTD 1/67. TM-23

★★ Dairy products processing equipment such as butter molds. Cia. Fabio Bastos (importer, representative), Rua Florencio de Abreu 828, Sao Paulo. WTD 9/2/66. TM-8

★★ Production machinery of various kinds. Novo Mundo—Comercio, Importacao e Exportacao S.A. (importer, exporter), Rua Joao Bricola 39, Sao Paulo. WTD 11/66. TM-142

★★ Packaging equipment. Mercantil Maua S.A. (importer, wholesaler), Rua Maua, 942-Sao Paulo. WTD 2/28/66. TM-89

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356 General industrial machinery

★★ **BRAZIL**—Bearings. Sete Quedas—Engenharia e Comercio Ltda. (commission representative), Alameda Barao de Limeira 264, Conj. 9, Sao Paulo. WTD in preparation. TM-136

★★ Ventilation equipment. Consultec Equipamentos Tecnicos Ltda. (manufacturer, consultant, engineering, contracting services), Rua Rego Freitas 454, 12 andar, Sao Paulo. WTD 8/12/66. TM-52

NETHERLANDS—Filter installations for swimming pools. N. V. Technisch Bureau Europa (importer, wholesaler, engineering contractor), 71 Capucijnenstraat, Maastricht. WTD in preparation.

PANAMA—Water pumps. Agro, S.A. (importer, retailer, agent), P.O. Box 3417, Panama 4. WTD 10/66.

357 Office, computing, accounting machines

★★ **BRAZIL**—Office equipment for use in banks, public or state offices, industries, trades which are able to rationalize and mechanize numerous jobs previously performed by man power. Novo Mundo—Comercio, Importacao e Exportacao S.A. (importer, exporter), Rua Joao Bricola 39, Sao Paulo. WTD 11/66. TM-143

358 Service industry machines

★★ **BRAZIL**—Refrigeration, air conditioning equipment. Consultec Equipamentos Tecnicos Ltda. (manufacturer, consultant, engineering, contracting services), Rua Rego Freitas 454, 12 andar, Sao Paulo. WTD 8/12/66. TM-51

361 Electrical transmission, distribution equipment

★★ **BRAZIL**—Relays, electrical protection types. APESA Equipamentos Eletricos S.A. (manufacturer), Rua do Parque 102, Porto Alegre, RGS. WTD in preparation. TM-13

GERMANY—Luminous circuit, wiring and switching diagrams consisting of movable parts for use in industry. Gebr. Hein (manufacturer, importer, agent), 69 Heidelberg/Neckar, Postfach 680. WTD 5/67.

362 Electrical industrial apparatus

★★ **BRAZIL**—Switches, control panel, usable in domestic appliance field, thermostats. Apesa Equipamentos Eletricos S.A. (manufacturer), Rua do Parque 102, Porto Alegre, RGS. WTD in preparation. TM-14

★★ Industrial controls. Mercam—Mercantil Maquinas Ltda. (importer), Avenida Rio Branco, 156 Sala/1825-7, Rio de Janeiro. WTD in preparation. TM-30

★★ Generators, electrical, heavy, portable. Cidema Importadora e Comercial Ltda. (representative), Rua Xavier de Toledo 114, 6 andar, Sao Paulo. WTD in preparation. TM-87

367 Electronic components, accessories

★★ **BRAZIL**—Electronic components, semiconductors, capacitors. Arcobras Comercial e Importadora Ltda. (importer), Rua dos Timbiras 238, Sao Paulo. WTD in preparation. TM-24

371 Motor vehicles, motor vehicle equipment

ITALY—Beach sweepers. Siems (importer), Piazza Duomo 3, Brescia. WTD in preparation.

372 Aircraft, parts

★★ **BRAZIL**—Aircraft, small; parts, equipment. Soc. Mercantil Interamericana Ltda. (importer), Rua Vitoria 340, s/loja 2, C. Postal 1168, Sao Paulo. WTD 3/67. TM-74

381 Engineering, laboratory, scientific, research instruments

★★ **BRAZIL**—Meteorological instruments. Staub S.A.-Electronica Comercio e Industria (manufacturer, importer), Rua Barao do Rio 279, Sao Paulo. WTD 12/66. TM-22

382 Instruments for measuring, controlling, indicating physical characteristics

★★ **BRAZIL**—Testing equipment, such as

temperature and pressure recorders, electronic laboratory test equipment. Comercial Goncalves Eletricidade e Automatizacao Ltda. (importer), Av. Senador Queiroz 305, 1 andar, Sao Paulo. WTD 1/67. TM-27

★★ Test equipment, nuclear instrumentation. Staub S.A.-Electronica Comercio e Industria (manufacturer, importer), Rua Barao do Rio 279, Sao Paulo. WTD 12/66. TM-23

★★ Testing equipment, electronic, sophisticated. Cientat S.A.-Importacao e Comercio (importer), Rua Desembargador Elisue Guilherme 62, Sao Paulo. WTD 3/67. TM-16

NETHERLANDS—Measuring and controlling apparatus for industrial natural gas fired pressure burners. N.V. Technisch Bureau Europa (importer, wholesaler, engineering contractor), 71 Capucijnenstraat, Maastricht. WTD in preparation.

383 Optical instruments, lenses

★★ **BRAZIL**—Precision equipment for metal analysis, spectroscopic equipment. Alem-Mar Comercial e Industrial S.A. (importer), Rua Senador Queiroz 96. C. Postal 9851, Sao Paulo. WTD 12/16/66. TM-71

384 Surgical, medical, dental instruments

BRAZIL—Technical, hospital equipment, electrical and electronic. Representative of firm will visit U.S. Baumer-Cia. Brasileira de Equipamentos Medico Hospitalares, Rua Nicolau Ancora Lopes, 47/65, C. Postal 7868, Sao Paulo (manufacturer, importer). WTD in preparation.

★★ Blood pressure apparatus; doctor's head lights. Soc. Com. Chimosan Ltda. (importer), Rua Frei Caneca 833, Sao Paulo. WTD 2/67. TM-73

394 Toys, amusements, sporting goods

★★ **BRAZIL**—Fishing equipment, hobby equipment. Mercantil Maua S.A. (importer, wholesaler). Rua Maua 942, Sao Paulo. WTD 2/28/66. TM-90

395 Pens, pencils, office, artists' materials

GERMANY—Tapewriters for tapes of 12.7 mm, 9.5 mm, 6.3 mm width; self-adhesive tapes for tapewriters of 12.7 mm, 9.5 mm, 6.3 mm width. Gebr. Hein (manufacturer, importer, agent), 69 Heidelberg/Neckar, Postfach 680. WTD 5/67.

398 Manufacturing industries

HONG KONG—Epoxy and polyurethene flooring materials. Exclusive agency. P.O. Box 525, Hong Kong. WTD 4/28/67.

399 Manufacturing industries

PAKISTAN—Fire extinguishing equipment, aircraft, industrial and marine. Catalogs and quotations, C.&F., Karachi requested. I. & S. Corp. (importer), 2nd Fl., Dada Chambers, Bunder Rd., Karachi 2. WTD 11/8/66.

505 Farm products—raw materials

★★ **BRAZIL**—Fruits, temperature zone, nuts, cereals, wide variety of fresh and processed foodstuffs. Juan O. Hajnal & Cia. Ltda. (manufacturer, importer), Rua D. Jose de Barros 152, 9 andar, S/98-99, Sao Paulo. WTD 4/67. TM-1

Leads for Importers

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109 Metal ores

★★ **BRAZIL**—Columbite, tantalite. Corintal Comercio e Representacoes Ltda. (exporter), Rua Mexico 111-Conj. 1502, Rio de Janeiro. WTD 2/15/66. TM-4

203 Canning, preserving foods

★★ **BRAZIL**—Canned goods, fruits, vegetables. Cia. Industrial e Mercantil Paoletti (manufacturer, exporter), Av. Senador Queiroz 605, 24 andar, Sao Paulo. WTD 2/67. TM-118

★★ Foods of various kinds produced in Brazil. Juan O. Hajnal & Cia. Ltda. (importer, exporter), Rua D. Jose de Barros 152, 9 andar, s/99, Sao Paulo. WTD 4/67. TM-103

★★ Banana cream in 18 liter can for use by cake, pie, pastry manufacturers, restaurant chains, ice cream manufacturers, others. Frunata (Frutas Naturais) Cremes S.A. (manufacturer, exporter), Rua Goncalves Dias 64, Loja, Rio de Janeiro. WTD in preparation. TM-19

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204 Grain mill products

★★ **BRAZIL**—Cereal preparations. Novo Mundo-Comercio, Importacao e Exportacao S.A. (importer, exporter), Rua Joao Bricola 39, Sao Paulo. WTD 11/66. TM-148

206 Sugar

★★ **BRAZIL**—Sugar cane nectar for use in manufacture of soft drinks. Not presently in production; intended capacity 10,000 bottles per month for 6 months of the year. ROGIEX Exportacao e Importacao Ltda. (manufacturer), Avenida Rio Branco 277, Conj. 1306, Rio de Janeiro. WTD in preparation. TM-27

★★ Sugar, refined, 10/20,000 tons per week. Corintal Comercio e Representacoes Ltda. (exporter), Rua Mexico 111-Conj. 1502, Rio de Janeiro. WTD 2/15/66. TM-3

222 Broad woven fabric mills, manmade fibers

★★ **BRAZIL**—Textiles, synthetic, lightweight tropicals, others; 100,000 meters per month. D'Olne, Companhia de Tecidos "Aurora" (manufacturer), Rua Buenos Aires 150-A, 2 andar, Rio de Janeiro. WTD 12/18/66. TM-45

223 Broad woven fabric mills, wool

★★ **BRAZIL**—Worsteds, medium weight, lightweight tropicals, mohairs, ladies' woolens, synthetics; 100,000 meters per month. D'Olne, Companhia de Tecidos "Aurora" (manufacturer), Rua Buenos Aires 150-A, 2 andar, Rio de Janeiro. WTD 12/18/66. TM-44

225 Knitting mills, products

★★ **BRAZIL**—Knit goods, cotton; capacity, 12,000 lbs. per day. Malharia e Tinturaria Triunfo S.A. (manufacturer), Rua Labatut 505, Sao Paulo. WTD 3/67. TM-96

228 Yarn, thread mills, products

★★ **BRAZIL**—Threads. Fabrica de Fios e Linha Marte S.A. (manufacturer), Rua Almirante Brasil 389, Sao Paulo. WTD in preparation. TM-112

242 Sawmills, planing mills

★★ **BRAZIL**—Sucupira hardwood, cut in 3 inch thickness, 2 meters long; Virola wood; Anteroba. Vianna Pereira Madeira da Amazonia (exporter), Rua de Braganca 205, Belem, State of Para. WTD in preparation. TM-18

★★ Lumber of various kinds. Novo Mundo-Comercio, Importacao e Exportacao S.A. (importer, exporter), Rua Joao Bricola 39, Sao Paulo. WTD 11/66. TM-147

★★ Plywoods, veneers and lumbers; jacaranda (rosewood and others), in blocks, quadcuts, or boards. Prices available upon request. Madeiras Kennedy-Industria Comercio Exportacao e Importacao Ltda. (manufacturer), Rua Frei Antonio de Guadalupe 60, Sao Paulo. WTD 3/67. TM-113

251 Household furniture

★★ **BRAZIL**—Radio and TV housing, made to U.S. specifications. Paubra S/A Moveis e Esquadrias (manufacturer), Rua Missionarios 213, C. Postal 12,670, Sao Paulo. WTD in preparation. TM-58

★★ Furniture, home, contemporary; combination table and four or six chairs, which can be stored as compact, decorator buffet. Moveis Lafer Ltda. (manufacturer, wholesaler. exporter), Rua Lavapes 6/22, Sao Paulo. WTD in preparation. TM-114

252 Office furniture

★★ **BRAZIL**—Desks, jacaranda (rosewood), modern style; external parts made of climatized wood, varnished with special waterproof, plastic coating to protect surfaces from cigarette burns, water, ink, acid and alkali stains; internal parts in iron; small drawers slide on nylon supports; large drawers, usable for filing, roll on 8 ball bearing telescoping system. Tecnogeral S.A. (manufacturer), Comercio e Industria, Av. Sao Joao 473, 8 andar, Caixa Postal 30.671, Sao Paulo. WTD 4/15/66. TM-108

★★ Furniture for home, office. Paubra S/A Moveis e Esquadrias (manufacturer), Rua Missionarios 213, C. Postal 12,670, Sao Paulo. WTD in preparation. TM-59

281 Industrial chemicals

★★ **BRAZIL**—Rare earths except rare earths chlorides. Orquima (manufacturer), Rua Libero Badaro 158, 6 andar, Sao Paulo. WTD 1/67. TM-104

★★ Chemicals of various kinds. Novo Mundo-Comercio, Importacao e Exportacao S.A. (importer, exporter), Rua Joao Bricola 39, Sao Paulo. WTD 11/66. TM-146

283 Drugs

★★ **BRAZIL**—Pharmaceuticals used against verminosis. Usafarma S.A.—Industria Farmaceutica (manufacturer), Rua Joaquim Tavora 550, Sao Paulo. WTD 6/27/66. TM-33

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

★★ **BRAZIL**—Eu de cologne, after bath scents. Industria e Comercio de Perfumes Nortear Ltda. (manufacturer), Rua Jaguaribe 49, Sao Paulo. WTD in preparation. TM-17

311 Leather tanning, finishing

★★ **BRAZIL**—Skins, crocodile and snake, tanned, colored by new process. Alain Petit de La Villeon (manufacturer), Visconde de Piraja 452, Box 13, Rio de Janeiro. WTD in preparation. TM-28

★★ Cow hides, leather, semi-finished. Industria de Couro Atlantica S.A. (manufacturer, exporter), Rua da Alfandega 64, Sao Paulo. WTD in preparation. TM-10

317 Handbags, personal leather goods

★★ **BRAZIL**—Handbags, crocodile, reptile skins, hand-made. Organizacao Veicer Ltda. (wholesaler, retailer), Rua Quintino Bocaiuva 274, Sao Paulo. WTD 9/13/66. TM-57

325 Structural clay products

★★ **BRAZIL**—Ceramic floor tiles of various dimensions, shapes, design. Ceramica Sao Jose Guacu, S.A. (manufacturer), Avenida Mogi Mirim 296, Mogi Guacu, State of Sao Paulo. WTD in preparation. TM-10

329 Abrasive, asbestos, nonmetallic mineral products

★★ **BRAZIL**—Minerals of various kinds. Novo Mundo—Comercio, Importacao e Exportacao S. A. (importer, exporter), Rua Joao Bricola 39, Sao Paulo. WTD 11/66. TM-145

331 Steel mill products

★★ **BRAZIL**—Tubes, steel, welded and cold rolled; various sizes, dimensions. Metalon Industria e Comercio S.A. (manufacturer), Avenida Pedro II 167, Rio de Janeiro. WTD 9/27/66. TM-11

342 Cutlery, hand tools, general hardware

★★ **BRAZIL**—Wrenches, socket; approved U.S. armed forces. Metalac S/A Industria e Comercio (exporter, manufacturer), Rua Vitoria 340, s/loja, C. Postal 7691, Sao Paulo. WTD in preparation. TM-75

354 Metalworking machinery

★★ **BRAZIL**—Lathes, other metalworking machinery built on order. Promeca S.A. Industria e Comercio (manufacturer, exporter), Rua da Quitanda 96, Sao Paulo. WTD 10/18/66. TM-109

361 Electric transmission, distribution equipment

★★ **BRAZIL**—Oscilloscopes, serviscopes, radio and audio modulation test equipment, electron tube and transistor test kits, voltmeters, light intensity regulators, high tension generators, rectifiers. Labo—Industria de Equipamentos Eletronicos Ltda. (manufacturer), Rua Cachoeira 1370, Sao Paulo. WTD in preparation. TM-101

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363 Household appliances

★★ **BRAZIL**—Sewing machines. Vigorelli do Brasil S.A. (manufacturer), Maquinas de Costura, Rua Marques de Itu 70, Sao Paulo. WTD in preparation. TM-117

★★ Refrigerators, kerosene, LP gas. Can be used with natural gas, pure butane, pure propane, and propane/butane mixed; burners adapted to changing requirements. Ibesa Industria Brasileira de Embalagens S.A. (manufacturer, exporter), Rua Clelia 93, C. Postal 5659, Sao Paulo. WTD in preparation. TM-115

364 Electric lighting, wiring equipment

★★ **BRAZIL**—Flourescent lighting fixtures. Decor Neon S.A. (manufacturer), Letreiros e Paineis, Travessa Leonor Mascarenhas, 111, Rio de Janeiro. WTD in preparation. TM-22

367 Electronic components, accessories

★★ **BRAZIL**—Resistors, deposited carbon film, 1/8W to 3W in 5 and 10 percent tolerance; capacity 200 million parts per year; volume controls, capacity 8-9 million units per year; wire wound resistors, 5W to 100W, fixed/adjustable types, capacity 1.5 million units per year, ceramic substrates. Constanta Electrotecnica S.A. (manufacturer, importer, exporter), Rua Sao Luiz 86, 9 andar, Sao Paulo. WTD in preparation. TM-49

371 Motor vehicles, motor vehicle equipment

★★ **BRAZIL**—Automotive parts, particularly crankshafts and fly-wheels for Volkswagens, Mercedes. Willing to travel to U.S. to discuss. Forsul—Forjaria Sul Americana Ltda. (manufacturer), Av. Octaviano Alves de Lima 180, Sao Paulo. WTD in preparation. TM-31

391 Jewelry, silverware, plated ware

★★ **BRAZIL**—Diamonds, fine cut. Lapidacao Guanabara, Ltda. (exporter), Rua dos Invalidos 123, 2° andar, Rio de Janeiro. WTD in preparation. TM-34

505 Farm products—raw materials

★★ **BRAZIL**—Various agricultural products, less coffee. Novo Mundo—Comercio, Importacao e Exportacao S.A. (importer, exporter), Rua Joao Bricola 39, Sao Paulo. WTD 11/66. TM-144

739 Business services

★★ **BRAZIL**—Business consulting services with reference to expansion, modernization or establishment of new industries. Consultoria de Investimentos Ltda., COINVEST (investment consultants), Avenida 13 de Maio 13, 20° andar, Sala 2005, Rio de Janeiro. WTD in preparation. TM-31

★★ Sales supervisor or sales promoter for pharmaceutical manufacturer. Herbert Cabassa (agent), Avenida General Glicerio 364, Laranjeiras, Rio de Janeiro. WTD in preparation. TM-43

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated May.

Building Contractors—Hong Kong
Cooperage and Containers—Importers and Dealers—Honduras
Dairy Producers—Portugal
Hides, Skins and Furs—Importers, Dealers and Exporters—Turkey
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces—Importers and Dealers—Norway
Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Costa Rica
Petroleum Products—Importers, Dealers, Producers and Refiners—Bolivia
Provisions—Importers and Dealers—Morocco
Textile Industry—Iran

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ETHIOPIA—The Ethiopian Cement Corp. plans **to erect a new production plant of 200,000 tons annual capacity.** The plant will be located some 30 miles from Addis Ababa, and will produce clinker. Existing facilities are adequate for milling the additional clinker tonnage.

Specifications for the new plant are in the preliminary stage now, and it is expected that they will be ready for invitations to tender by Jan. 1968. Target date for beginning operations is 1970.

Tenders will be let on the basis of international bids. Inquiries should be addressed to Ethiopian Cement Corp., P.O. Box 1306, Addis Ababa, Attn: Ato DammakaMettaferia, Engineer.

GREAT BRITAIN—The President of the Board of Trade, Douglas Jay, has announced that Stansted has been selected as London's third airport. **The new airport, costing approximately £47 million, will be fully operational by 1974 but will be accepting some scheduled traffic by the end of 1968.** Two parallel runways will be constructed initially requiring an additional 2,500 acres over the 800 now in use. Ultimately the airport size may be doubled to provide another pair of parallel runways by the late 1970's. This will require still another 2,000 acres.

In a "White Paper" issued on May 12 the Govt. indicated that further extensive improvements would also be introduced at the two existing airports, Heathrow and Gatwick, including lengthening one of the main runways at Heathrow and the construction of a second runway at Gatwick. In addition, new rail links between London and Heathrow would be established. The "White Paper" said that the British Airports Authority would be given the widest scope for imagination and enterprise in developing Stansted. It is expected that some 20,000 workers will be employed at the new airport. This will require a decision as to whether the incoming population would be better accommodated in a new town or in the expansion of existing towns.

IRAQ—As a part of its Five Year Economic Development Plan, Iraq **is now planning the most advanced microwave telecommunications system in the Middle East,** and actual construction is expected to begin in early 1969. A preliminary report and survey have already been carried out by the Consulting Engineers, Microwave Services International, Inc., of Denville, New Jersey, for a system to provide four two-way broad microwave channels for color television and 960 channel telephone communications over a course of some 600 miles, extending from Mosul in Northern Iraq to Kirkuk, Baghdad, Diwaniyah, Basra and Amara in the south. Total construction cost of the project is estimated to be over twelve million dollars.

The microwave system will provide a national network to connect major television and radio broadcasting stations throughout Iraq as well as to connect the major telephone switching centers. It will make possible a nationwide telephone dialing scheme and provide program interconnection between television stations. Interested contractors for the civil, electrical, mechanical, electronic and other aspects of the project are invited to furnish to the consulting engineers their prequalifications and description of equipment and services available for this type of project. Design specifications and tender documents will be prepared for an international tender to be announced during 1968. Tenderers qualified will be invited to bid on the combined civil, electronic, mechanical, electrical and architectural aspects of the project.

THAILAND—The Sripatthana Co., Ltd., has received industrial promotional privileges by the Govt. **for the establishment of a first class hotel in Korat,** which is roughly 160 miles northeast of Bangkok. Korat is the third-largest city in Thailand.

The hotel will be seven stories with 183 rooms and will be mostly air-conditioned. The total investment is estimated at $750,000. Of this amount, $350,000 has been made available by the Industrial Finance Corp. of Thailand. The balance is expected to be raised by a local stock issue. U.S. firms interested in selling equipment and supplies for this project should write as follows: Mr. Asanee Srikalayanabutr, Mgr. Dir., Sripatthana Co., Ltd., Suranaree Rd., Amphur Muang, Nakorn Rajasima (Korat).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—John B. Martin, Alfred Martin (Industries) Pty. Ltd., and Alfred Martin & Son Pty. Ltd., 20-30 Raglan Ave., Edwardstown, South Australia, **interested in obtaining agencies and manufacturing agreements for industrial ovens, metal preparation units, product coating, conveyerisation; air pollution, dust and fume extraction and separation equipment, pvc and fiberglass fabrication, agencies for gas firing equipment, fluid spray nozzles, electrostatic air filtration, traffic control systems, other items under consideration.** June 11 via Chicago for four weeks. c/o Intercon Research Assoc., 6682 Northwest Highway, Chicago, Ill. 60631. Itinerary: Chicago, Cleveland, Pittsburgh, New York, Detroit, California cities. WTD 6/15/66.

AUSTRALIA—S. I. Hont, Austrex Import Pty. Ltd., 296 Collins St., Melbourne, Victoria, **interested in paper dress materials.** June 10 via New York for two weeks. Itinerary: New York c/o Hotel Abbey Victoria, 51st & 7th Ave., New York, N.Y.; Washington, D.C. c/o Hotel Washington, 15th & Penn. Ave.; 6/28 San Francisco c/o Hotel Maurice, 761 Post St. WTD under revision.

AUSTRALIA—Meyer Appelboom, Mng. Dir., Capri of California (Aust) Pty. Ltd., 61 Renwick St., Redfern, N.S.W., **interested in calling on manufacturers and suppliers of men's and boys' knitwear and shirting material to discuss importing into Australia or manufacturing locally under license.** May 28 via Los Angeles for three weeks. Itinerary: 5/28-6/8 Los Angeles c/o Statler Hilton, 930 Wilshire Blvd. 90017; 6/8-18 New York c/o Sheraton Atlantic, Broadway & W. 34th St. WTD in preparation.

BRAZIL—Raphael Andre Eduardo Sola, head of Dept. of Municipal Highways, Prefeitura Municipal de Sao Paulo, Parque Ibirapuera, Sao Paulo, **interested in visiting State Highways Depts. and contractors in Boston, Los Angeles, San Francisco, and New York to exchange ideas about expressways and paving equipment in order to set up a Technical Division within his Dept.** May 29 via Houston for three weeks. c/o 6 Nancy Rd., Concord, Mass. 01742. Itinerary: Houston, San Francisco, Los Angeles, Las Vegas, Miami, Boston, Concord, New York, Washington, D.C., New Orleans.

ENGLAND—Harold Green, Buying Controller, Headquarter & General Supplies Ltd., Coldharbour House, Great Dover St., The Borough, London, S.E.1, **interested in buying durable consumer goods merchandise suitable for mail order business, will consider job, clearance and close-out lines.** June 12 via New York for two weeks. c/o Michaels & Michaels & Wigdor, 500 5th Ave., New York, N.Y. 10036. Itinerary: New York, possibly other East Coast cities. WTD in preparation.

ENGLAND—A. B. Chapman, Chairman, and O. G. Eves, Mng. Dir., B. O. Morris Ltd., Briton Rd., Coventry, Warwickshire, **interested in negotiating licensing agreements with U.S. manufacturers for manufacture and distribution in U.K. and Europe of products in following areas: advanced methods of preparation for metal finishing to the plating stage, auto polishing mops; ultrasonic cleaning, polishing, deburring; automatic assembly machinery, machine and assembly shop tooling aids of a precision nature.** June 11 via Chicago or New York for one month. c/o Scully-Jones Co., 1901 S. Rockwell St., Chicago, Ill. 60608. Itinerary: Chicago, New York, Kalamazoo, Mich., others if necessary. WTD 1/26/66.

SOUTH AFRICA—Paul O. R. Williams, Transvaal Envelope Manufacturing Co. (Pty.) Ltd., 3 Caithness St., Ophirton, Johannesburg, **interested in licensing agreements for manufacture in S.A. of paper envelopes** and requesting technical information. June 10 via New York for two weeks. c/o South African Consulate General, 655 Madison Ave., New York, N.Y. 10021. Itinerary: New York, Newark, N.J., Brooklyn, N.Y., Buffalo, Springfield, Mass., St. Louis, Kansas City, San Francisco. WTD in preparation.

SOUTH AFRICA—Mrs. Doris Horner, R. & W. H. Symington & Co., Corsetry (Pty) Ltd., P.O. Box 795, Cape Town, **interested in direct purchase of materials for manufacture of foundation garments and swimwear.** June 11 via New York for two weeks. c/o J. A. Ewing & McDonald, Inc., 51 Madison Ave., New York, N.Y. Itinerary: New York. WTD 3/28/67.

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Calendar *for international traders*

BELLINGHAM, Wash.—June 13—Seminar for Exporters and Prospective exporters, Mirror Room of the Leopold Hotel, 7:30-9:30 p.m. Sponsors: Bellingham Chamber of Commerce; Port of Bellingham; Commerce Field Office.

CHICAGO—June 14—William Collins, Member of U.S. Trade Mission to Brazil, will be Available in Commerce Field Office for Consultations with U.S. Businessmen.

CHICAGO—July 12—In-Office Meeting, Field Office. Sponsor: Commerce Field Office.

CLEVELAND—June 12—International Business Forum, "Market Review," National City Bank. Sponsors: Regional Export Expansion Council; Commerce Field Office.

DALLAS—June 12—Export Seminar on Foreign Credit Insurance Ass. Speaker: William North, district rep., FCIA. Sponsors: REEC; Commerce Field Office.

DALLAS—June 26—In-Office Workshop, 9 a.m., Field Office. Sponsors: REEC; Commerce Field Office.

FORT WORTH—June 10 and 11—Trip to Japan's Floating Fair in Houston. Sponsor: Dallas and Fort Worth Export-Import Club.

HOUSTON—June 13—Exporting Seminars, "Marine Insurance," 3 p.m., World Trade Bldg. Sponsors: Port of Houston; Commerce Field Office.

HOUSTON—June 27—Export Seminars, "Overseas Warehousing," 3 p.m., World Trade Bldg. Sponsors: Port of Houston; Commerce Field Office.

KANSAS CITY—June 22—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC and Commerce Field Office.

KANSAS CITY—June 23-24—Counseling Mid-Continent Clients who Trade Abroad. **Speaker: Eugene J. Kaplan, Director of Far Eastern Division, Bureau of International Commerce.** Sponsors: U. of Missouri at Kansas City Law Center, REEC, Commerce Field Office.

LOS ANGELES—June 30—Export Expansion Seminar at the Los Angeles Field Office, U.S. Dept. of Commerce.

MADISON, N.J.—June 26-27—Third Annual Conference on International Marketing, Finance and Management, Fairleigh-Dickinson Univerversity. Sponsors: International Business Institute, Fairleigh-Dickinson; REEC; Commerce Field Office.

Notice

To publicize local events concerning foreign trade in the "Calender for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

NEW YORK—June 13—Advance Course on International Marketing-Management. Sponsors: Long Island University; REEC; Commerce Field Office.

NEW YORK—June 13—Donald Ide. U.S. Commercial attache in Beirut, Lebanon, Available for Consultations with U.S. Businessmen. Contact U.S. Dept. of Commerce's New York Field Office.

NEW YORK—June 15—Luncheon Meeting of the Foreign Credit Interchange Bureau's Drug, Chemical and Food Export Club, at the Advertising Club.

NEW YORK—June 15—Documentation Course. Sponsors: Long Island University; REEC; Commerce Field Office.

NEW YORK—June 20—Luncheon Meeting of the Foreign Credit Interchange Bureau's Hardware, Automotive and Allied Trades Group, at the Advertising Club.

NEW YORK—June 22—Businessmen's Consultations with Members of the U.S. Trade and Industrial Development Mission to Turkey, St. Regis-Sheraton Hotel. Sponsors: American-Turkish Society; Commerce Field Office.

PITTSBURGH—June 15—World Trade Council Luncheon program, Penn-Sheraton Hotel. Speaker: **Herbert Salzman, Asst. Administrator for Private Resources, Agency for International Development.** Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

PLAINVILLE, L.I.—June 14—Trade Mission Meeting, "Business Opportunities in Brazil," Holiday Inn. Sponsors: National Bank of North America; Commerce Field Office.

ST. LOUIS—June 20—'Show You' Export Workshop, Conference Room of the Federal Building. Sponsors: REEC; Commerce Field Office.

SAN FRANCISCO—June 14—Export Finance and Insurance Seminar, New Federal Building. Sponsor: Commerce Field Office.

SANTA BARBARA, Calif.—June 23—Export Expansion Seminar at the Santa Barbara Chamber of Commerce. Sponsors: Santa Barbara Chamber of Commerce; Commerce Field Office.

TULSA—June 21—International Trade Workshop, 9 a.m., Field Office. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

WICHITA—June 22—In-Office Workshop for New Exporters, Chamber of Commerce. Sponsors: REEC; Commerce Field Office.

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